

• MAY 1956

BUTANE-PROPANE

News

FIFTY CENTS PER COPY

CONVENTION
IN PRINT

The New Look
in Arkansas

HEADQUARTERS FOR L.P. GAS INFORMATION SINCE 1931

*See you at the
Convention!*

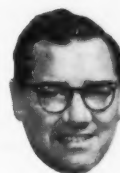
MAY 6-9

ANCHOR

PETROLEUM COMPANY - TULSA

SALES OFFICES: Des Moines, Shreveport, Toledo, Houston,
Long Beach, Oklahoma City, Midland, Texas, San Francisco,
Seattle, Salt Lake City, East Patterson, N. J., Hattiesburg,
Miss., Macon, Georgia, Minneapolis, Minn., Calgary, Canada

Be sure to visit our Suite
in the Conrad Hilton . . .
and our Booth . . . No. 13.



From cap to foot ring...

Hackney RC-100A assures extra values

Strong protective cap goes on and off easily because of accurately machined threads.

Easy, positive identification assured by depth-controlled stamping of ICC data.

Minimum seam area results from two-piece construction. Single girth weld is X-ray controlled for soundness and uniformity.

Light tare weight saves shipping and handling costs. High-strength steel resists handling knocks.

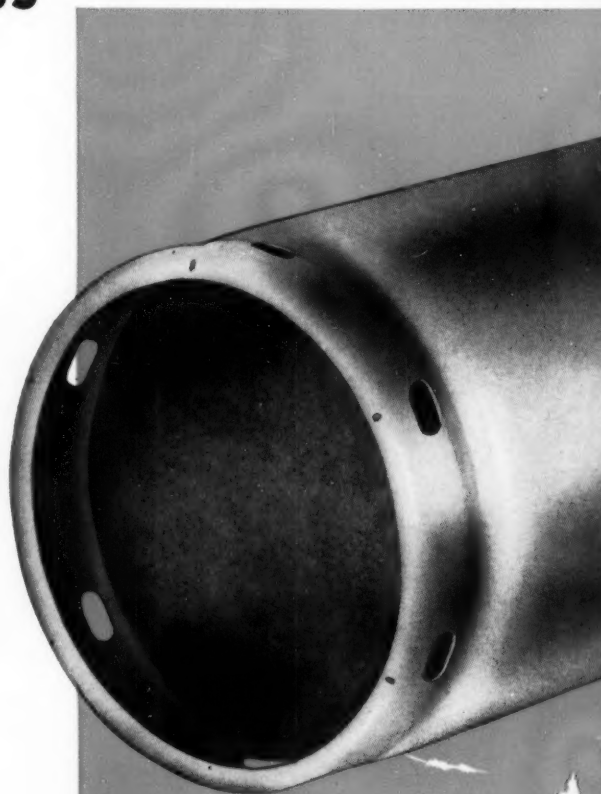
Sturdy, curled and vented foot ring hugs cylinder to form smooth, crack-free joint. Welded on all the way around.

Specially prepared, field tested two-coat bottom head protection provides extra corrosion resistance where it counts most.

Send for our helpful booklet on buying LP-gas cylinders. Answers forty questions you should ask before making your decision.

Pressed Steel Tank Company

Manufacturers of Hackney Products





MODEL CC-20
"Cash-and-Carry"
type.



MODEL PC-20APL
Plumber's pot
cylinder for
plumbing and
refrigeration
service trades.



MODEL PC-20
with
permanent collar.



MODEL RC-20
with
removable cap.

Full value for you in the full line of Hackney 20-pound cylinders

When you need 20-pound LP-gas cylinders, remember that Hackney 20-pounders give you the same extra values that have made the famous Hackney RC-100A the most popular 100-pound cylinder in the industry.

- Single circumferential weld, sound and neat.
- Light tare weight for easy handling.
- Service-tested coatings for protection against rust and corrosion.
- Thoroughly cleaned and dried for trouble-free service.

And remember—Hackney carries a full line of 20-pound cylinders to meet all your special needs. All equipped with highest quality fittings—convenient carrying handles. Available from stock for prompt shipment. Write for details.



MODEL PC-5
with permanent collar.



Pressed Steel Tank Company

Manufacturer of Hackney Products

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LP-GAS CONTAINERS FROM ONE POUND TO 30,000 GALLONS



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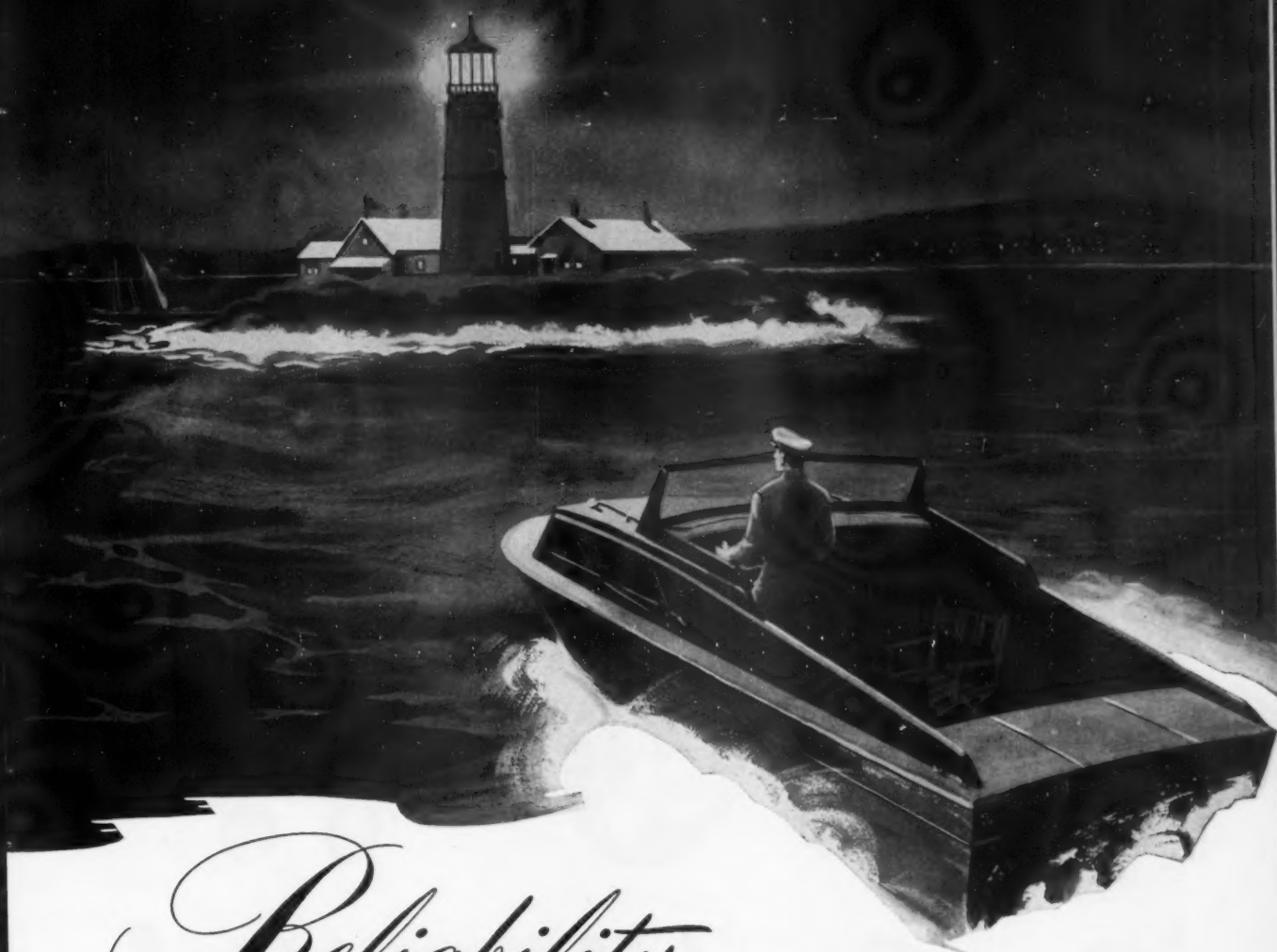
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NBP



Reliability...

Like the small craft pilot relies upon the beacon to guide him to port, so you can rely upon Beacon Petroleum to guide you successfully through the winter months. Beacon has the facilities and the experience to fulfill your every Butane Propane need. Beacon has grown to a leader in the LP Gas field through prompt and efficient service to customers . . . getting them what they need when they need it. This service has helped them grow too. Why don't *you* grow with us?



OFFERS YOU . . .

the Finest LP Gas
NGAA Butane-Propane

Ample Storage
to meet your every need

Dependable Production
to meet seasonal demands

Prompt Shipment
Tank car fleet assures delivery



BEACON

PETROLEUM COMPANY

TULSA • HOUSTON



'One-Stop' shopping!

the smart new way to buy
all your L-P products

Purchasing your L-P appliances the Perfection "one stop" way gives you advantages you never had before. Just to name a few...

You can order virtually every product you need from ONE source of supply. Perfection does have the most complete line of equipment for the L-P gas distributor or dealer.

You get *only* ONE billing. Think of the problems this solves in your bookkeeping. You have the

advantages of bigger and better discounts because you are buying in quantity from *one* source.

You get the benefit of Perfection's dating plan, the best in the business... and delivery dates that are firm.

You can use Perfection's co-ordinated promotion plan and programs to help you sell a full line of L-P products.

"One Stop" Shopping at Perfection is a case where putting all your eggs in one basket pays off.



"One Stop" Shopping puts you in the enviable position of being able to carry one or *all* of these top-quality Perfection L-P products!

1. Perfection completely **AUTOMATIC GAS WATER HEATERS**, galvanized or glass line tanks, are "front runners" with customers. All models guaranteed.

2. Budget-Priced Beauties in **UNVENTED GAS HEATERS**. Make great "leaders". Pack a lot of comfort in a little space. Lifetime burner guarantee. Sizes from 16,000 to 30,000 B.t.u.

3. Compact, completely automatic "**BIG BOY**" **COUNTERFLOW HEATER**, 100,000 B.t.u. input, provides clean comfort wherever large-area heating is required. Easy to install, no complicated duct system required.

4. Deluxe High Broiler **40" GAS RANGE** features thermostat-controlled top burner that will not burn foods, serves as a griddle and, with cover, a work area. Also available are Certified Performance 30" and 36" models.

5. Sensationally styled, **radiant-vented GAS HEATERS** carry a lifetime written burner guarantee and a 20-year combustion chamber guarantee. Available in 20,000, 30,000, 45,000 and 65,000 B.t.u.'s . . . all profitably priced.

6. **AUTOMATIC CENTRAL HEATING**. Perfection offers the furnace with the only real exclusive in the heating business, Regulaire. No cold, drafty floors . . . no hot or cold blasts of air.

7. **SUMMER COOLING**. Perfection air conditioning costs less to install because of exclusive Perfection method. Provides more cooling per kilowatt than other brands.

8. Hottest sales item in the gas heater field! Perfection's new "**COOL CABINET**" **HEATER** . . . in a gorgeous choice of gay "confetti" decorator colors. Vented or unvented 20,000, 30,000 or 45,000 B.t.u. Lifetime burner guarantee!

9. Perfection's Schwank Patented L-P "**INFRA-RED**" units lend themselves to hundreds of successful applications . . . indoors or outdoors.

Buying Perfection's "One Stop" way builds "Non-Stop" profits for you. Write Perfection Industries, Division of Hupp Corporation, 7704-B Platt Avenue, Cleveland, Ohio.

[®] 68 years of fine products
Perfection

THE MOST COMPLETE L-P LINE FROM ONE SOURCE

a guide to **Weathco**® LP-Gas

automatic system



Cat. No. 91013

Available on 5 year credit terms. Gas is withdrawn automatically from reserve cylinder when service cylinder empties. Assures constant pilot flame. Capacity; 100 cfh (250,000 Btu). This deluxe system includes two 100 lb. cylinders complete with valves and caps, automatic change-over manifold, regulator, pigtails, and mounting bracket. Weatherhead also offers the **tee check** and **manual** change-over manifolds with cylinders as complete systems.

change-over manifold assemblies



Cat. No. 30030
Automatic



Cat. No. 30069
Manual



Cat. No. 30070
Tee Check

Available in three types—Automatic (100 cfh, 250,000 Btu) Manual, and Tee Check (70 cfh, 175,000 Btu). Assembly includes your choice of change-over, manifold, regulator, pigtails, and mounting bracket.

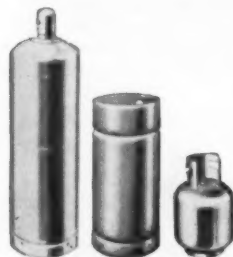
20 lb. cylinder system



Cat. No. 91019

A choice of three types of change-over manifolds available. Ideal for mobile homes, cottages, and camps. The complete system includes; two 20 lb. ICC cylinders complete with valves, your choice of manifold change-over assembly, regulator, pigtails, and mounting bracket.

ICC cylinders



100 lb. 60 lb. 20 lb.

Cylinders—20, 40, 50, 60, and 100 lb. capacities. Made of light weight, high-strength alloy steel. Aluminum or red oxide finish . . . dehydrated . . . sealed . . . vented foot ring on 60 lb. and 100 lb. cylinders has corrosion-resistant undercoating . . . 100 lb. cylinders available on 5 year terms.

cylinder valves



Cat. No. 21001



Cat. No. 21017

Positive seal, fast filling . . . a 100 lb. cylinder can be filled in 50 seconds with 100 psi drop. Safety relief valve capacity sufficient for cylinders up to 150 lbs. Cat. No. 21017 includes out-gage gauge.

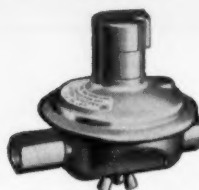
cluster cylinder valve



Cat. No. 21006

For "metered" filling of cylinders on customers' premises without service interruption. Includes positive shut-off and safety relief valve, fill valve with standard connection, and fixed liquid level gauge with dip tube. Available in 3/4" M. P. mounting thread. (Cat. No. 21007—available in 1" M. P. size).

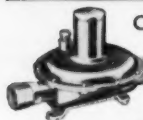
regulator



Cat. No. 31015

Advanced design . . . Flange leaks or torn diaphragm impossible. (No screw or bolt holes). For use on all cylinder systems and domestic tank systems where the load does not exceed 175,000 Btu per hour . . . ample capacity for range, water heater and room heater. When used as second stage, this regulator delivers up to 250,000 Btu per hour.

5" regulators



Cat. No. 815

Cat. No. 32001



Cat. No. 815 Regulator has delivery capacity up to 200 cfh propane (500,000 Btu). Cat. No. 32001 handles up to 1200 cfh propane and is recommended for delivering constant pressure to series of second-stage regulators.

automatic cylinder filler

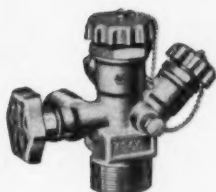


Cat. No. 2014-R

Fills cylinders safely, accurately, quickly. Simple automatic push-button control . . . operates on propane vapor . . . no electricity required. Eliminates scale watching and fuel venting. No under-filling. No over-filling.

equipment... *finest in the field*

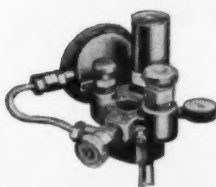
tank manifold



Cat. No. 42000

Compact, low profile, forged brass unit, combining all necessary components into exceptionally small space. Provides unusually high filling rate and fast hook-up. Includes Fill Valve, Vapor Return Valve, Service Outlet Valve, Fixed Liquid Level Gauge, Liquid Outlet Port. Pressure Gauge and Fusible Plug optional.

"unit head" manifold assembly



1800 Series

For vapor withdrawal from bulk systems. Simple and compact, combines all necessary fittings and controls in one easy-to-install assembly. Same assembly for vapor and liquid withdrawal available in 44000 series.

valves

Field-proved engineering and precision manufacture insures dependable performance even under severest conditions. Low silhouette, quality guaranteed, safety, ruggedness and efficiency are unmatched.

valves, relief



Cat. No.
22018—Int.

Cat. No.
275—Ext.

Wide variety of internal and external types available for liquid, vapor and hydrostatic pressure relief on cylinders, tanks and motor fuel systems.

valves, fill



Cat. No. 24001

Sizes available for any application. Filling rates vary from 15 to 33 gpm at 10 psi, depending on size.

valves, vapor return



Cat. No.
25001



Cat. No.
504

Cat. No. 504 has 1/4" M.P.T.-flow rate 2300 cfh propane. Cat. No. 25001 has 1 1/4" M.P.T.-flow rate 6750 cfh propane.

valves, vapor withdrawal



Cat. No.
21020



Cat. No.
21020-S



Cat. No.
21022

For use on tanks or cylinder systems when separate safety relief devices are used. Cat. No. 21020-S has excess flow check valve. Cat. No. 21022 equipped with fixed liquid level gauge.

valves, excess flow check



86000
Series

Standard size available in 1/4" to 3" pipe thread.

valve, hose



Cat. No.
81000

Flow capacity of 50 gpm propane at 20 psi differential. Malleable iron body, cadmium plated steel components, nylon seat.

Weathco accessories

Fixed Liquid Level Gauges... Couplings... Pressure Gauges... Pigtailes... Rain Caps... Regulator Brackets... Vent Tubes... Miscellaneous Fittings.

Weathco products are precision manufactured to meet the most exacting demands of the industry... they conform with the regulations and specifications of all authoritative bodies in the LP-Gas field.

Those who want the best go Weathco.

Write for our latest catalog...

The Weatherhead Company, 300 East 131st Street, Cleveland 8, Ohio. Warehouses in Atlanta, Georgia, and Memphis, Tennessee. In Canada, write The Weatherhead Company of Canada, Ltd., — St. Thomas, Ontario.



WEATHERHEAD

... is showing the way!

TRINITY

continues
to build
them bigger

111

2300 WG 46" Twin-XR-
5R-23400 = GVW 17000 =
Rear Axle



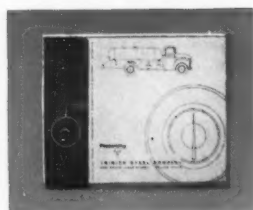
110

2200 WG Twin Heavy
Duty Unit-w/Dean Pump

NO MORE DEAD

TRINITY'S precision engineering and years of experience are now leading the way to larger loads—and greater profits to you.

These larger TRINITY tanks are built to meet any loading specifications with a minimum of lost weight.



the NEW TRINITY STORY

Write today for your beautiful 16-page booklet covering the entire Trinity line of truck tanks, storage tanks and transports.



Trinity goes to Mexico



— TATSA —

Tanques de Aceros Trinity

S. A. Calle Poniente
150-#734
Mexico 16, D.F.

3301 SOUTH LAMAR STREET

109

Fabricated for Phillips
Petroleum Corp. X-Rayed
& Stress relieved.
2400 Gal.

106

250 lb. WP and ICC MC-
330-1400 WG or 1700
WG Capacity.

CANADA

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UNITED STATES

SOUTH AMERICA

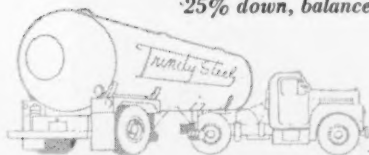
WEIGHT HAULS

From the famous TRINITY Model 106 to 1700 WG capacity to TRINITY'S newest Super JUMBO blimp at 9275 WG capacity you can be sure of those extra bonus profits.

You save time — Save money — do more business with TRINITY'S precision engineered truck tanks and transports.

9275 WG-26,000 ± 7½
I.D. Rig Total 49'-4" W.P.
265 = - Gross W.T.
w/87½% Propane 70,000 ±

ASK US—about financing your new trucks,
25% down, balance monthly.



TRINITY STEEL COMPANY, INC.
EVEREADY GAS SYSTEMS

Join and support
the National
LPGA on their
25th Anniversary

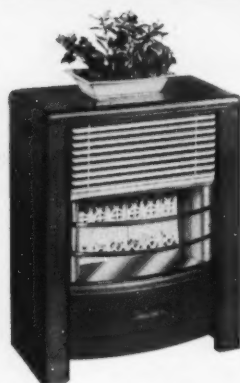
DALLAS, TEXAS

HA8-8321

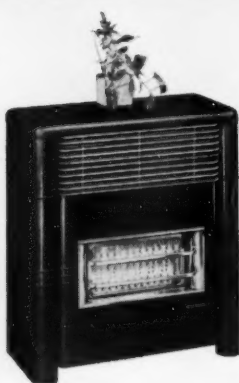
Dearborn

PRODUCTS HAVE A
REPUTATION FOR QUALITY

Their proven performance
and outstanding consumer
preference mean more sales
and greater profits for
the dealer.



Dearborn's Cool Safety Cabinet
Unvented Gas Heaters



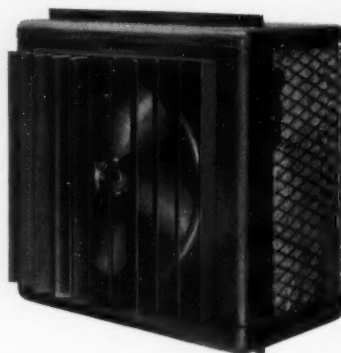
Dearborn's Cool Safety Cabinet
Vented Radiant Circulator Gas Heaters



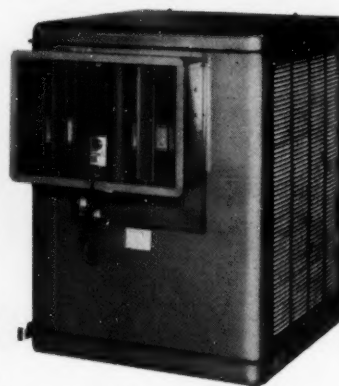
Dearborn's Cool Safety Cabinet
Vented Circulator Gas Heaters



Dearborn's Radiant Fireplace
Gas Heaters



Dearborn's Fan-Type
Air Cooler



Dearborn's Blower-Type
Air Coolers



Dearborn's "Glass-Guard"
Water Heaters



Dearborn's "Hobo Chef" Portable Barbecue

SEE THE COMPLETE LINE OF QUALITY
DEARBORN PRODUCTS
ON DISPLAY

BOOTHS 72 & 73

at the LPG Meeting May 6-9
Conrad Hilton Hotel, Chicago

Dollar-wise... it's
Dearborn®

DEARBORN STOVE COMPANY
1700 WEST COMMERCE ST.
DALLAS, TEXAS

Dearborn PROUDLY PRESENTS ITS *all-new* **UNVENTED WALL HEATER**

Designed by Dearborn . . . manufactured by Dearborn . . . with the built-in Dearborn quality you have known for years, this all-new UNVENTED wall heater has features you can sell because it has the features your customers want!

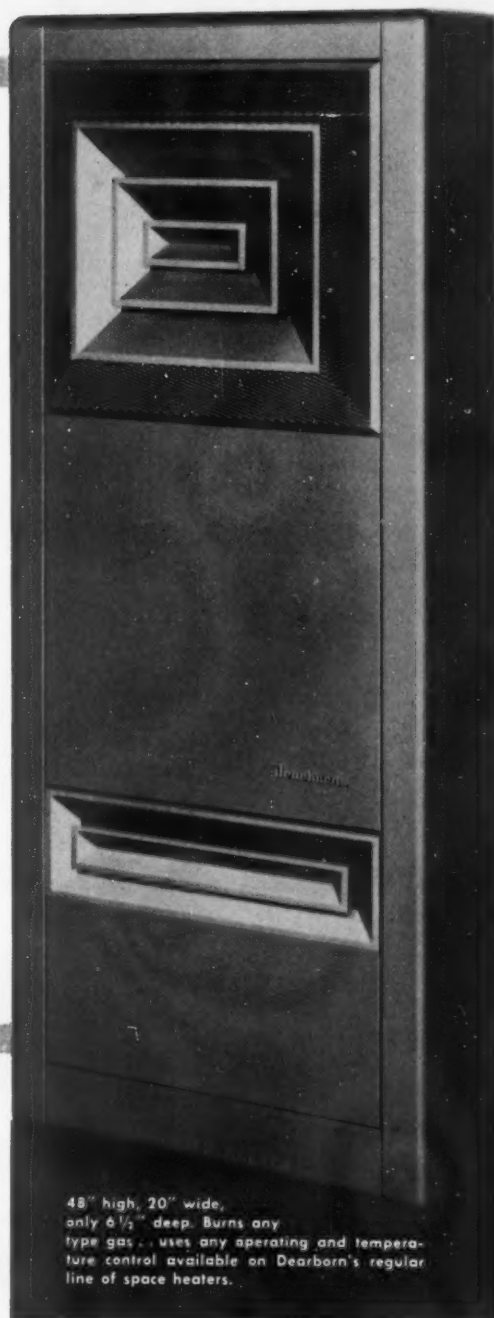
You Can Sell . . .

- Quick, simple installation — it hangs *on* the wall
- Safety and convenience of its Cool Safety Cabinet
- Specially designed, super-efficient burner
- Fully visible flame
- Comfort-making forward heat flow
- Completely enclosed controls — *more* safety by Dearborn
- Combustion chamber and baffles made of Black Beauty steel
- Beautiful styling — finished in smart Dearborn coppertone
- Takes *no* floor space — little wall space
- Competitively priced

Be sure to see this newest addition to the Dearborn line of quality products at the LPGA Convention — you'll readily see the sales it has in store for you!



Dollar-wise.. it's
Dearborn®
1700 W. COMMERCE • DALLAS, TEXAS



48" high, 20" wide, only 6 1/2" deep. Burns any type gas . . . uses any operating and temperature control available on Dearborn's regular line of space heaters.

Famous name and like these make

AMERICAN-Standard **AIR CONDITIONING DIVISION**

Presents 6 New Additions to Air-Cooled Line . . .

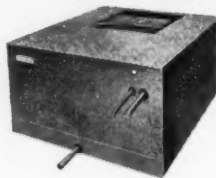
*Boosts Dealer Sales and Profit Potentials
to an All-Time High*

Waterless air conditioning is going over big. Cash in! Sell American-Standard . . . the line that's complete . . . the line that has the new products, new features that simplify installation . . . the line that sells faster, puts more dollars in your pocket.

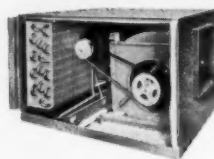
Backed by one of the world's best known brand names—American-Standard—here's *everything* you need—air-cooled or water-cooled—to meet the demands of the rapidly expanding residential and commercial cooling market. Here's top quality at competitive prices with a full margin of profit for you.



New 5 hp Horizontal Air-Flow Evaporator Unit for Air-Cooled Systems



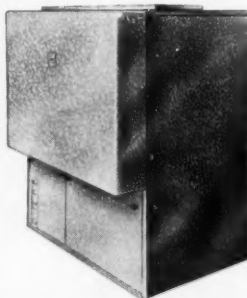
New Counterflow Evaporator Unit For Air-Cooled Systems



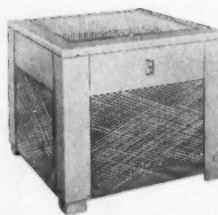
New Blower-Equipped Evaporator Unit for Air-Cooled Systems



New Year 'Round Air-Cooled Unit Equipped for Gas-Fired Heating

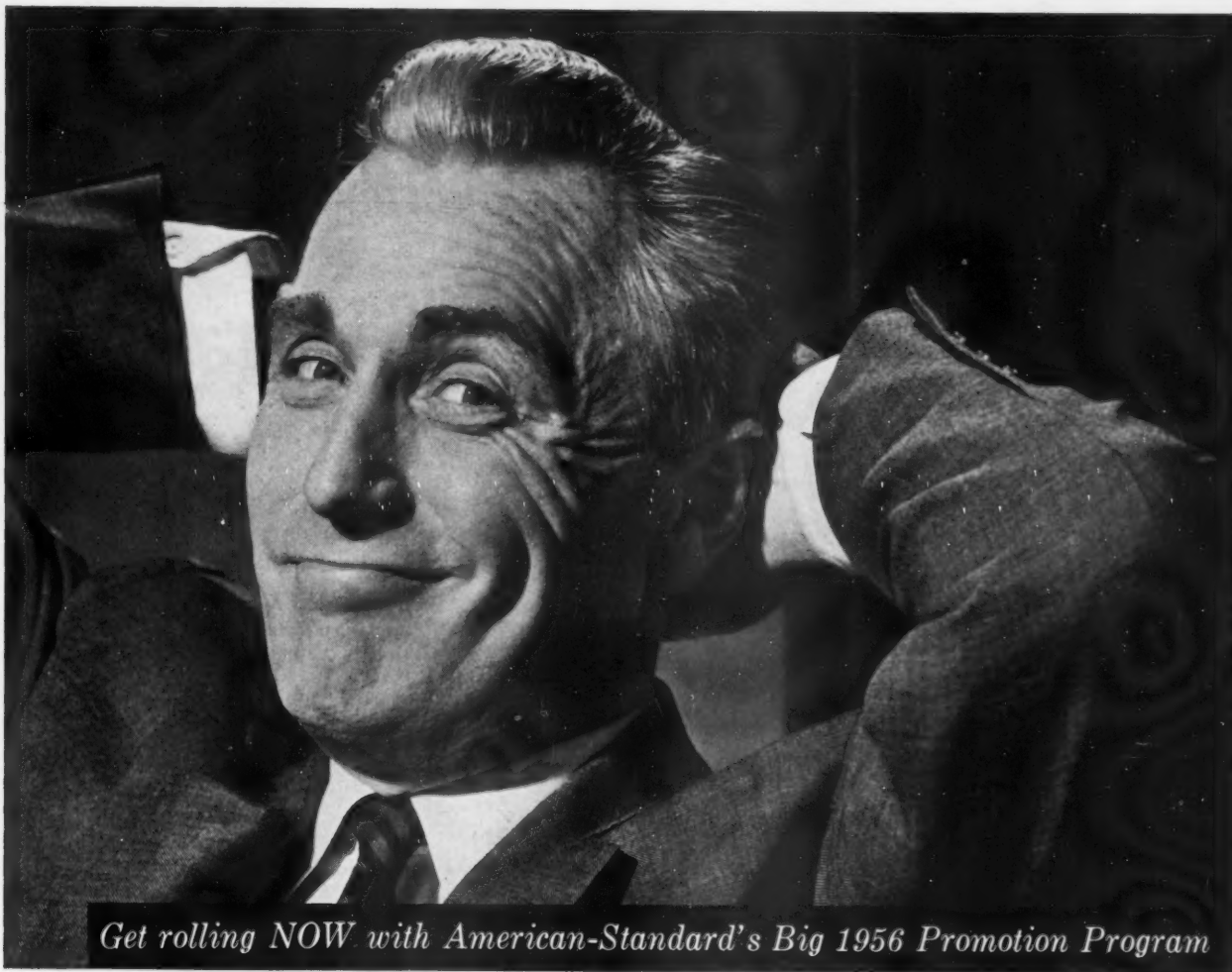


New Year 'Round Air-Cooled Unit Equipped for Oil-Fired Heating



New 5 hp Air-Cooled Condensing Unit (in addition to 2 hp and 3 hp)

NEW PRODUCTS selling easier!



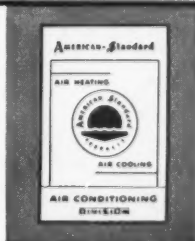
Get rolling NOW with American-Standard's Big 1956 Promotion Program

Promotion-wise as well as product-wise, the Air Conditioning Division of American-Standard backs you with *complete* sales support. Hard-hitting color and black and white full page ads in leading national home magazines . . . liberal Cooperative Advertising Plan covering newspaper space, radio and TV

time, and local home shows . . . plus a brand new aggregation of advertising literature and dealer identification material. **Act fast** — contact your nearest American-Standard Air Conditioning distributor...listed under "Air Conditioning" or "Furnaces" in your classified telephone directory.

EVERYTHING for
air conditioned comfort

Warm Air Heating
Summer Cooling
Year 'round Units



AMERICAN-Standard

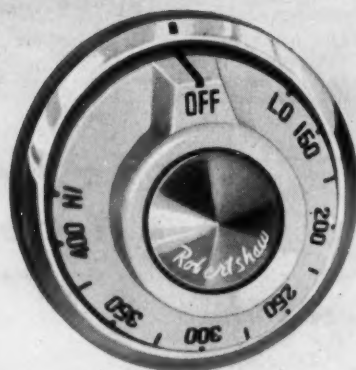
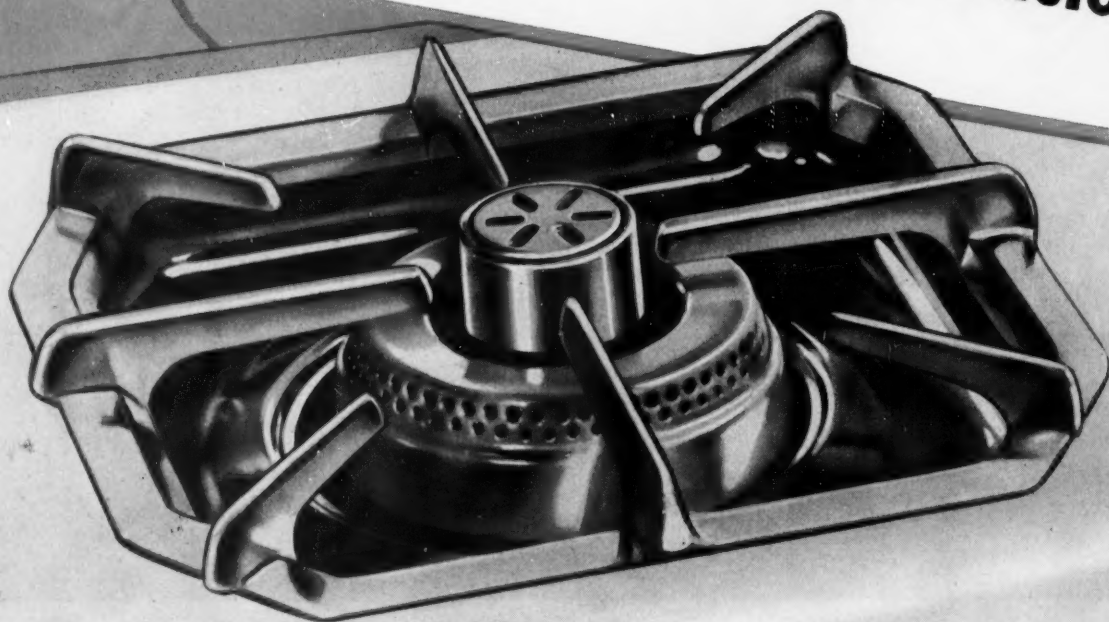
AIR CONDITIONING DIVISION

ELYRIA, OHIO



SOLD

**to the women of America
looking for cooking miracles**



SOLD

because automatic top-burner control gives your customers a new, irresistible kind of cooking freedom!

SOLD

because automatic top-burner control gives YOU a new, irresistible kind of sales story!

Looking for Selling Miracles?



Manufacturers: The big sales push is on at the retail level. Everybody is promoting ranges equipped with automatic top-burner controls!

Gas Companies: Build better acceptance among your customers for gas ranges and gas, the modern, automatic cooking fuel.

Range Dealers: Move in strong on the big buying surge for automatic top-burner cookery. Sales appeal plus... and for higher-priced models, too!

Help for you in selling higher-profit gas ranges: "More Income For Gas Range Salesmen"—new 20-page sales-training booklet on how to demonstrate and sell automatic top-burner control. Free! As many as you can use!



Feature gas ranges equipped with automatic top-burner cooking controls

SHOW

how heat in pan controls the flame and assures perfect cooking results.



SHOW

why foods can't burn, over-cook, boil over... can't smoke or burn onto utensils.



SHOW

that automatic top-burner control makes every cooking utensil automatic.



MR. CONTROLS

Robertshaw-Fulton

CONTROLS COMPANY

Robertshaw Thermostat Division,
Youngwood, Pennsylvania

Robertshaw-Fulton Controls
(Canada) Ltd., Toronto

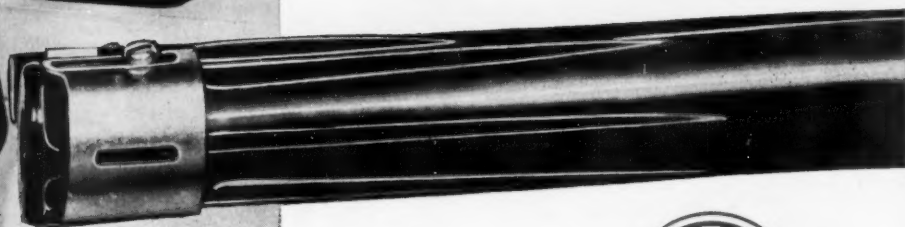
Help for you at the consumer level:
13 brand new half-hour TV films on top-burner cooking, starring Dione Lucas. Soon to be released through Gas Companies coast to coast.

LEADING GAS RANGE SWITCHING TO

... and



Here's a way to keep your range models ahead of competition . . . with less tooling cost! Your burner assemblies can be changed as easily as your draftsmen draw the plans! You need no patterns, no expensive jigs or fixtures . . . you'll have no more trouble with core wires or blow-holes in venturi castings. Porcelain-enameled mixer tubes give your ranges a sleek, modern appearance that pays off on the sales floor. And together with lighter weight, easier handling, uniformly superior injection . . . no wonder the switch is to Harper-built steel venturi tubes.



Another Product of **HARPER ENGINEERING**



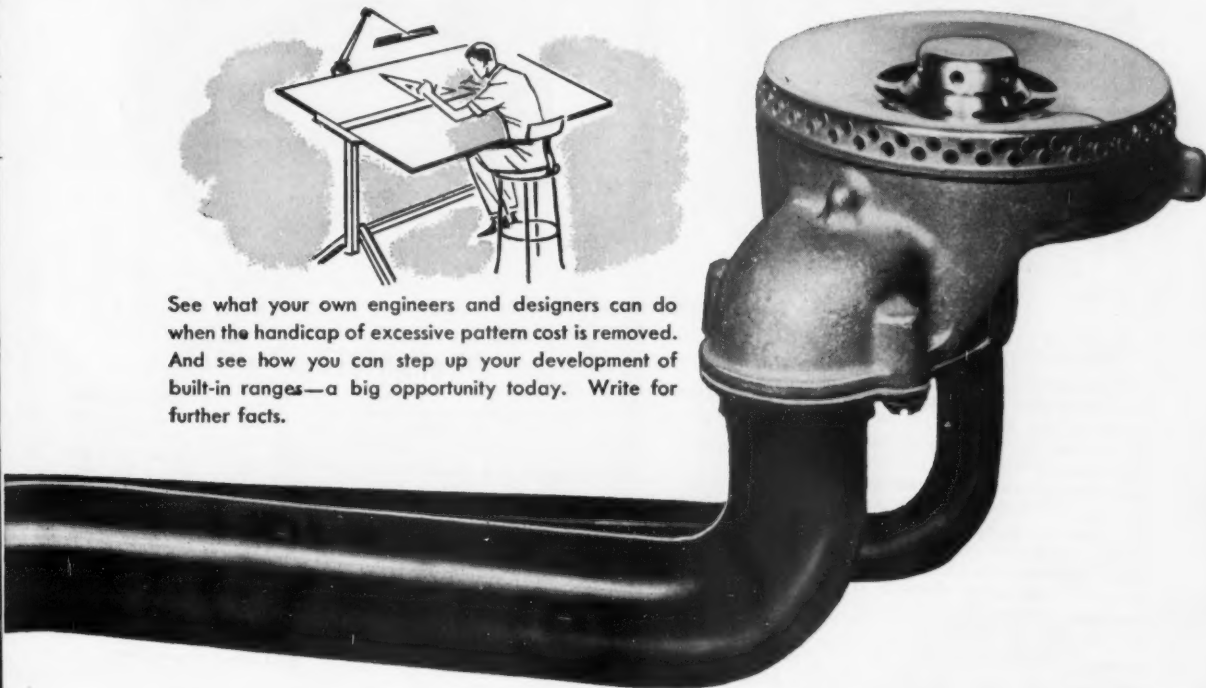
BUILDERS STEEL VENTURI

for these practical reasons

- COSTLY FOUNDRY PATTERNS ARE ELIMINATED
- MODEL CHANGES CAN BE MADE EASIER, AT LESS COST
- WEIGHT REDUCTION SAVES ON FREIGHT EXPENSE
- EXTRA CONSUMER APPEAL HELPS MAKE THE RETAIL SELLING JOB EASIER



See what your own engineers and designers can do when the handicap of excessive pattern cost is removed. And see how you can step up your development of built-in ranges—a big opportunity today. Write for further facts.



HARPER-WYMAN COMPANY

DEPT. 56-B • 8550 VINCENNES AVENUE • CHICAGO 20, ILL.

ORIGINATORS OF CENTER SIMMER BURNERS

MAY, 1956

**NEW DEVELOPMENTS
LIKE THESE MAKE
Quaker HEATERS
Big Business!**

Quaker

THESE NEW LINES WILL JUMP

NEW! SAFETY "COOL CABINET"
UNVENTED GAS HEATERS

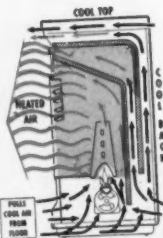


COOLEST OF THE COOL CABINETS

"Air Stream Construction!" The most advanced construction in unvented gas heaters and only Quaker has it! This new design keeps cabinet "safety cool"—eliminates danger of scorched furniture or draperies—insures longer heater life, greater dependability, greater safety—produces more radiant heat—delivers more circulation warmth! Luxuriously finished in beautiful "Sahara" lifetime porcelain and Silicone "Gold."

4 NEW MODELS:

12,000—20,000—30,000—40,000 BTU input capacities.



Quaker Exclusive
Air-Stream Construction

NEW! 20-YEAR VENTED
AUTOMATIC GAS HEATERS



GUARANTEED 20 YEARS

Only Quaker Gas Heaters carry a 2-Way 20-Year Guarantee... both the advanced Quaker "Multi-Heat" burner and double porcelain combustion chamber are guaranteed 20 years... and only Quaker gives you a fully automatic gas heater... Automatic Forced-Air Warm Floor Blower, Automatic Minneapolis-Honeywell Temperature Control and Automatic 100% Safety Shut-Off... all factory installed.

Finished in beautiful Hammertone Beige and Silicone "Gold."

**4 NEW RADIANT VENTED
MODELS: 35,000—50,000
—65,000—80,000 BTU input capacities.**

**4 NEW "BLUE FLAME"
VENTED MODELS: 35,000
—50,000—65,000—80,000
BTU input capacities.**

Quaker

MANUFACTURING CO.

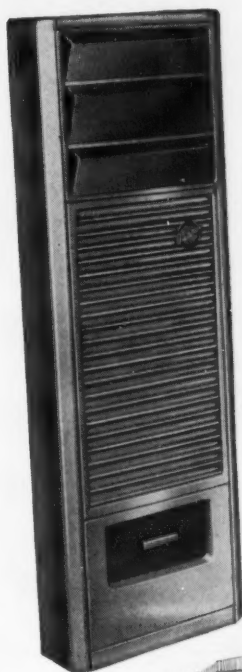
Heating Division of Florence Stove Company • 1147 Merchandise Mart • Chicago 54, Ill.

DEALER SALES UP 180% IN 1955!

YOUR PROFITS EVEN HIGHER IN '56!

NEW! Decorator "COOL CABINET" GAS WALL HEATERS

*They Hang on the
Wall like Pictures!*



Require no floor space! As easy to install as free standing gas heaters. The greatest developments in gas heaters in the last 25 years and *only Quaker has them*. They make all other heaters old-fashioned. Cabinets are extra-cool . . . extra safe . . . can be re-painted to blend with any room color motif.

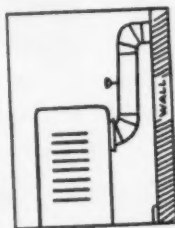
VENTED

Model WCV 256. Capacity 25,000 BTU input. Height 60". width 26", depth 7". Cabinet finished in durable baked-on Hammertone Beige. Decorative grille finished in luxurious baked-on "Gold" silicone. Equipped with Minneapolis-Honeywell S-1 Addatrol 100% Safety Shut-Off.

Also available in
40,000 BTU.

UNVENTED

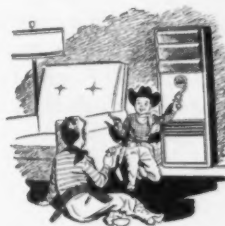
Capacity: 25,000 BTU input. Height 48". Width 20". Depth 6". Cabinet finished in durable baked-on Hammertone Beige. Decorative Grille and Louvers finished in luxurious baked-on "Gold" silicone.



ORDINARY
HEATERS



NEW
QUAKER



\$50

The "Hottest" Line in the Industry, Backed
by the "Hottest" Promotion for 1956

**TRADE-IN PROMOTIONS THAT
DON'T COST YOU A CENT**

* Help you sell more heaters than you ever dreamed possible. WRITE FOR DETAILS!

QUAKER MANUFACTURING COMPANY

1147 Merchandise Mart • Chicago 54, Illinois

Gentlemen:

Please direct my nearest distributor to furnish me with full information about Quaker's new 1956 lines and promotions.

Name

Name of Firm

Address

City State



perfect performance

Pictured above is the McNamar Model S1800 Tank Truck. The McNamar tank truck is streamlined in design and engineered to give fast and economical deliveries. You can actually pump up to 55 gallons per minute with this efficient unit. You can always depend on a McNamar tank truck for perfect performance. Sizes to 3,000 gallons.

Call, wire or write
McNamar for further
information.

★
McNAMAR

TULSA

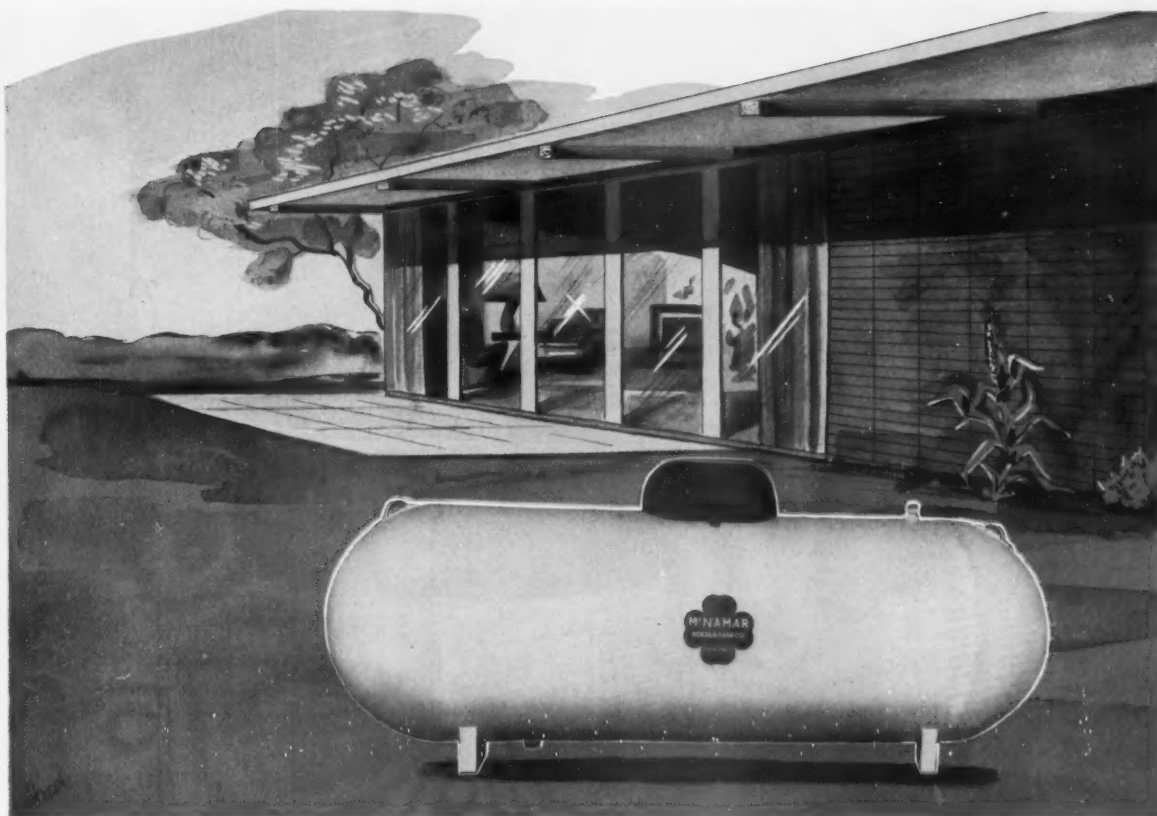
McNAMAR

BOILER & TANK CO.

BOX 868 • PHONE Cherry 2-6291

TULSA, OKLAHOMA

- Economical deliveries to all installations
- Low center gravity
- More payload — less weight
- Streamlined, modern design
- Large capacity to save extra trips



modern in design . . . and function!

Modern homes require modern equipment. Never before has any LPG Products Manufacturer been able to offer such quality tanks at such a reasonable price. The new McNamar Propane system is designed and equipped to take the rugged every day uses of modern home makers. To create more sales in today's market, deal with McNamar for the most modern equipment available.

- Fully Dehydrated
- Shot Blasted
- Baked on white enamel paint
- One piece dome painted to your color specification
- Completely equipped with large regulator



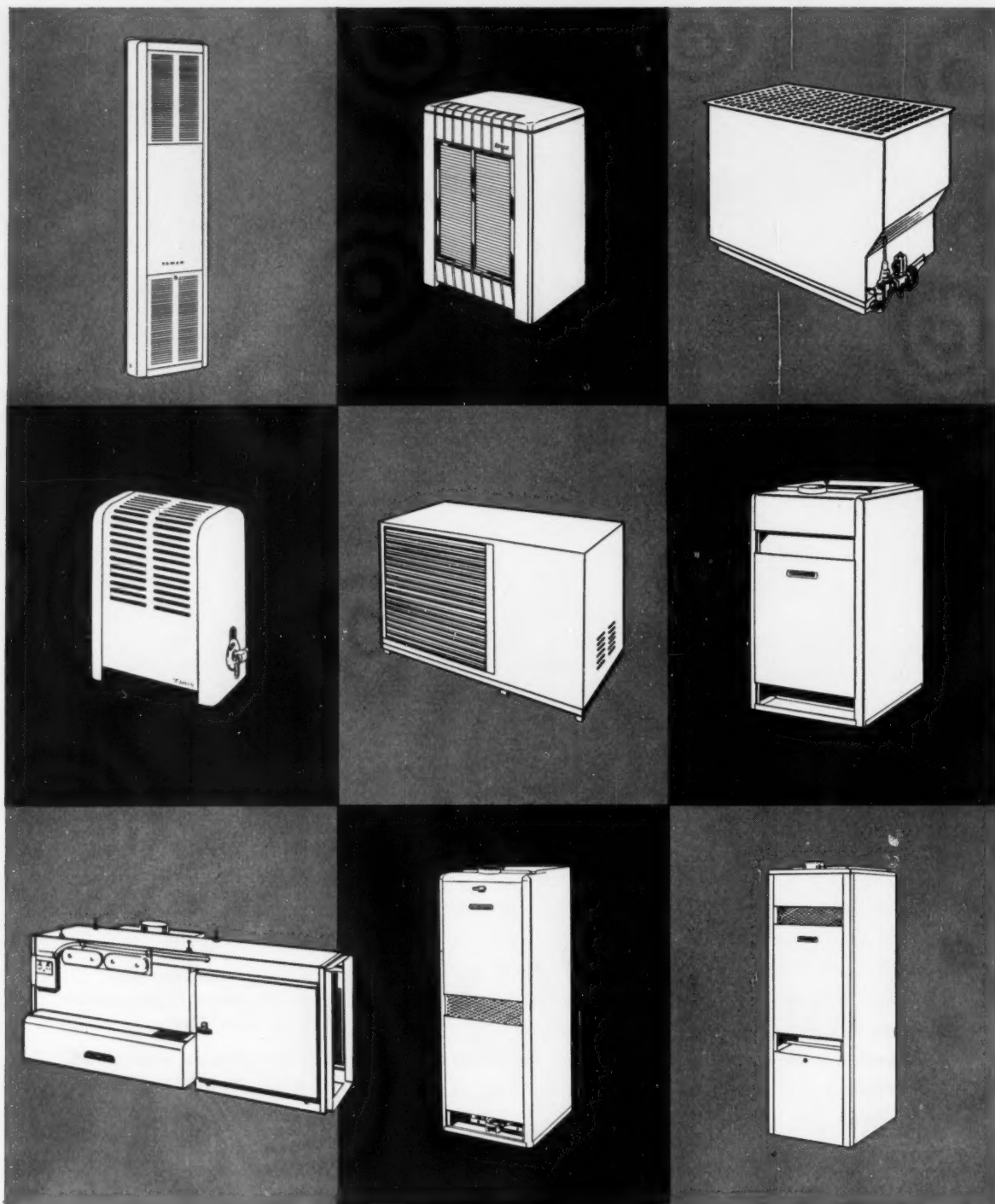
Call, wire or write for additional information.



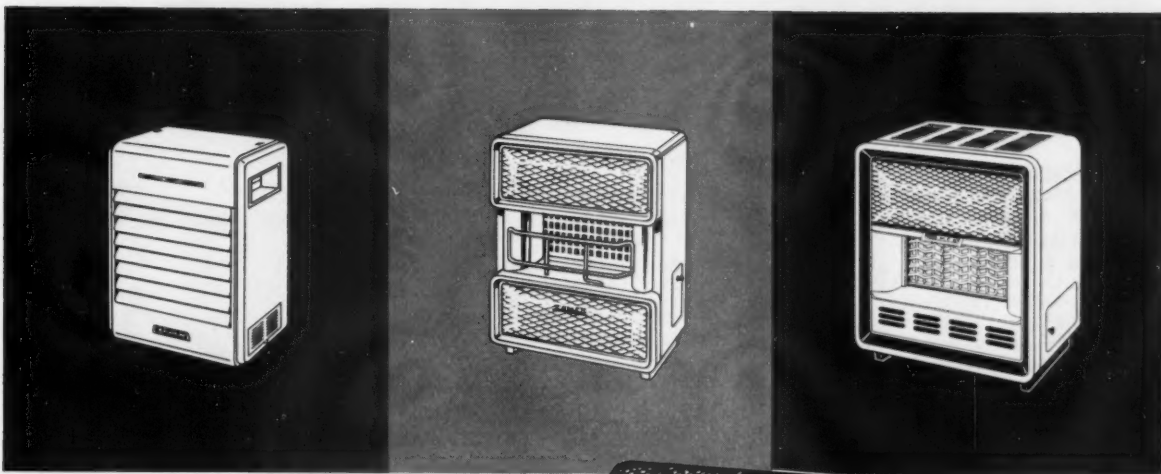
McNAMAR

BOILER & TANK CO.

BOX 868 • PHONE CHerry 2-6291
TULSA, OKLAHOMA



The best COMPLETE LINE of gas heating equipment on the market!



Quality... our by-word...

TEMCO...

your Buy-word



**SPACE HEATERS • WALL HEATERS
FLOOR FURNACES
UNIT HEATERS
CENTRAL HEATING AND AIR CONDITIONING**

TEMCO, inc.

NASHVILLE 9, TENNESSEE

"Gas Heating Specialists for the Nation"

LP TRAC-TOR CUSTOM-BILT TANKS

Make and Model	Water Capacity	Size	List Price
ALLIS CHALMERS			
DC-WD-WC & WD45	22	18 x 27	\$114.87
B	15	18 x 18	109.10
CASE			
D & DC	22	20 x 20	109.62
L-LA-LAI (Standard)	31	20 x 29	122.34
L-LA-LAI (Special)	42	24 x 29	136.64
SC	20	16 x 28	106.84
VAC	13	14 x 23	103.90
JOHN DEERE			
A*	30	18 x 35	132.64
B*	22	16 x 32	126.53
D	46	20 x 38	131.52
G*	34	18 x 40	129.58
40	25	18 x 30	123.61
50*	28	16 x 42	129.58
60*	34	18 x 40	132.51
70	41	18 x 44	134.25
MTI	13	12 x 29	100.99
FORD			
800 & 600 (place of gas tank)	18	15 x 31	117.42
Rear Mount	24	16 x 32	109.62
Jubilee (place of gas tank)	18	15 x 31	117.42
800 & 600 (place of gas tank)	18	15 x 31	115.00
8 N End Fit	15	16 x 22	110.38
FERGUSON			
Rear Mount	24	16 x 32	109.50
T 20 & 30	13	14 x 23	104.00
35	19	16 x 27	107.00
INTERNATIONAL			
Farmall A or B	20	16 x 28	113.50
Farmall H* (Standard)	27	20 x 27	122.75
Farmall H* (Special)	39	24 x 27	140.54
Farmall H (Underhood)	22	16 x 30	114.34
Farmall M* (Special)	39	24 x 27	134.96
Farmall M* (Standard)	27	20 x 27	122.85
Farmall M* (Crossmount)	37	24 x 25	133.22
Farmall M (Understeering)	28	18 x 32	130.69
Farmall C and Super C	20	16 x 28	104.00
Farmall 300	22	20 x 22	134.26
Farmall 400	38	24 x 26	139.85
Utility 300	19	14 x 33	107.90
W6	25	20 x 24	116.93
W9 (Standard)	41	20 x 35	126.62
F-30	26	18 x 30	125.51
W9 (Special)	54	24 x 35	134.25
F-20	33	24 x 24	125.50
MTA	41	20 x 35	132.69
MASSEY HARRIS			
101 Jr. & Sr.	25	20 x 24	124.41
44 (Row Crop)	33	20 x 30	120.98
44 (Wheatland)	26	20 x 24	124.57
30	19	18 x 24	114.92
55	32	24 x 23	133.75
22	11	12 x 22	126.34
33	27	20 x 27	122.85
MINNEAPOLIS MOLINE			
UB	33	20 x 30	120.98
UTU & 1955 UTB High Mount	33	20 x 30	120.98
Z & ZUT	26	18 x 30	120.82
UTU Hood Level End Fit	27	20 x 27	122.85
1951 ZA	24	16 x 32	126.12
UTI	28	18 x 32	132.53
GTB (Special)	60	24 x 38	153.27
GTB (Standard)	45	20 x 38	136.05
OLIVER			
70 (in place of gas tank) End Fit	20	18 x 24	118.50
77 End Fit (in place of gas tank)	20	18 x 24	118.50
88 Super (in place of gas tank)	33	20 x 30	120.00
55 Super (in place of gas tank)	18	15 x 30	112.00
60 (in place of gas tank)	22	20 x 22	116.70

All Prices F.O.B. Denton, Texas

*Steering shaft through tank.

Whatever You Need in Quality LP-G Equipment
THERE'S A Nor-Tex UNIT
READY FOR DELIVERY

Be Sure
To Visit
Our Booths
36 and 37 in
Chicago

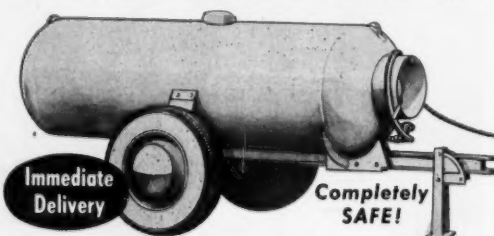


Sell Tractor Conversions... A Real Customer Service!

Conversion business is booming! Users report up to 60% savings on fuel cost... Oil consumption amazingly reduced up to 80%... Engine wear reduced 75%... Sensational 2 to 1 engine life ratio... Oil dilution and carbon deposits practically eliminated... Repairs slight, due to absence of sludge, varnish and gum... Replacement of parts practically nil! TELL these advantages of LP-Gas in Internal Combustion Engines and you'll SELL conversions of all types of mobile and stationary equipment.

Nor-Tex FARM CART

Spots The Fuel Where It's Needed!



150 WG.....\$234.30 300 WG.....\$301.50
250 WG.....272.10 500 WG.....364.50

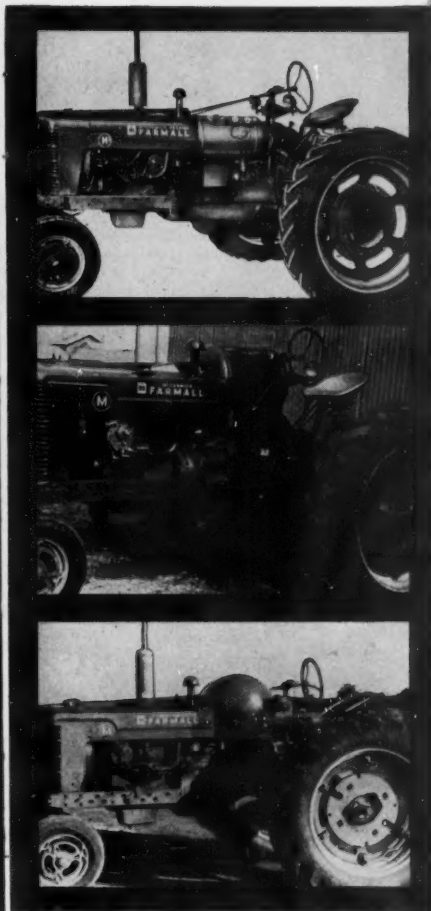
Farmers save many hours by placing their fuel supply right where they need it with the well-baffled Nor-Tex Farm Cart. It is completely safe and easy to "spot" with car, truck or tractor. Complete with recessed relief valve, 12 1/2' delivery hose, 3/4" OIC valve and hose coupling. Mounted on a heavy duty axle with standard Chevrolet hub and 15" wheels. Add \$29.75 if 15" equipment tires are desired. Sturdy I-Beam tongue.

In Canada It's Calgary Steel Tank, Ltd., MacLeod Trail
Sub-Post Office 28, Calgary, Alberta

Central
5416

NORTH

BUTANE-PROPANE News



Boost Year 'Round Sales and Quotas With **PORTABLE Nor-Tex "PONIES"**

Nor-Tex "Ponies" (strategically placed for best distribution) are substantially boosting year 'round sales and quotas for bulk plants everywhere. Note the large, completely enclosed cabinet, its convenient arrangement of fittings and ample meter room.

Each "Pony" is carefully tested and checked for fast, efficient, trouble-free service and complete safety in dispensing LP-Gas. Designed for easy moving . . . place them in highway service stations, on farms and ranches and in truck and bus terminals. Place them "on-the-job" for contractors and utility companies. They can profitably balance your Winter load!

SIX POPULAR SIZES	500 WG	. . . . .	\$ 713.80
	700 WG	. . . . .	820.45
	1000 WG	. . . . .	1,069.00
	2000 WG	. . . . .	1,615.90
	3000 WG	. . . . .	2,156.65
	4000 WG	. . . . .	2,895.25

• Complete with 110V, Single Phase Motor and Choice of Corken No. 10 or Viking GG 196 Pump • 1 1/4" OIC Valves and 1 1/4" Strainers • Rigidly Built on Heavy Skids • Roomy Cabinet with Locking Double Doors • 25' Filler Hose (Coupled and Valved) • White Enamel Finish • Meets All Code Requirements — U69 — W250WP • All Prices F.O.B. Denton, Texas.

Sizes and Prices Other Than Listed Furnished on Request

EXTRA ITEMS



Meter
Tickets
For All
Make
Meters

Signboard	. . . . .	\$ 25.00
Lettering	. . . . .	10.00
Neptune Meter, Installed	. . . . .	321.00
Neptune Print-O-Meter, Installed	. . . . .	381.00
5-lb. Fire Extinguisher w/mtg. bkt.	. . . . .	44.22
20-lb. Fire Extinguisher w/mtg. bkt.	. . . . .	70.00
30 Gal. Corken or Viking Pump	. . . . .	170.00
20 Gal. Corken or Viking Pump	. . . . .	150.00
Hand Wind Hose Reel	. . . . .	49.50

Prices on Other Pump Sizes Furnished on Request

Complete LP-G Bottle Stations



Nor-Tex
LOW COST
LP-G
Financing
A PLAN TO MEET EVERY NEED!

IN THE
U. S. AND
CANADA

Write, Wire or
Phone for Prices

National Sales Agents For
North Texas Tank Co.



Popular Nor-Tex STAR Domestic Tanks

Immediate delivery on one or truckload lots. Every custom designed Nor-Tex Star is fabricated to rigid specifications and double tested. They exceed national, state and local requirements. Each tank is smoothly finished and aluminum painted over red oxide. These are the safest, finest quality tanks you can buy.

250 WG	. . . . .	\$145.00
500 WG	. . . . .	227.00
1000 WG	. . . . .	384.90



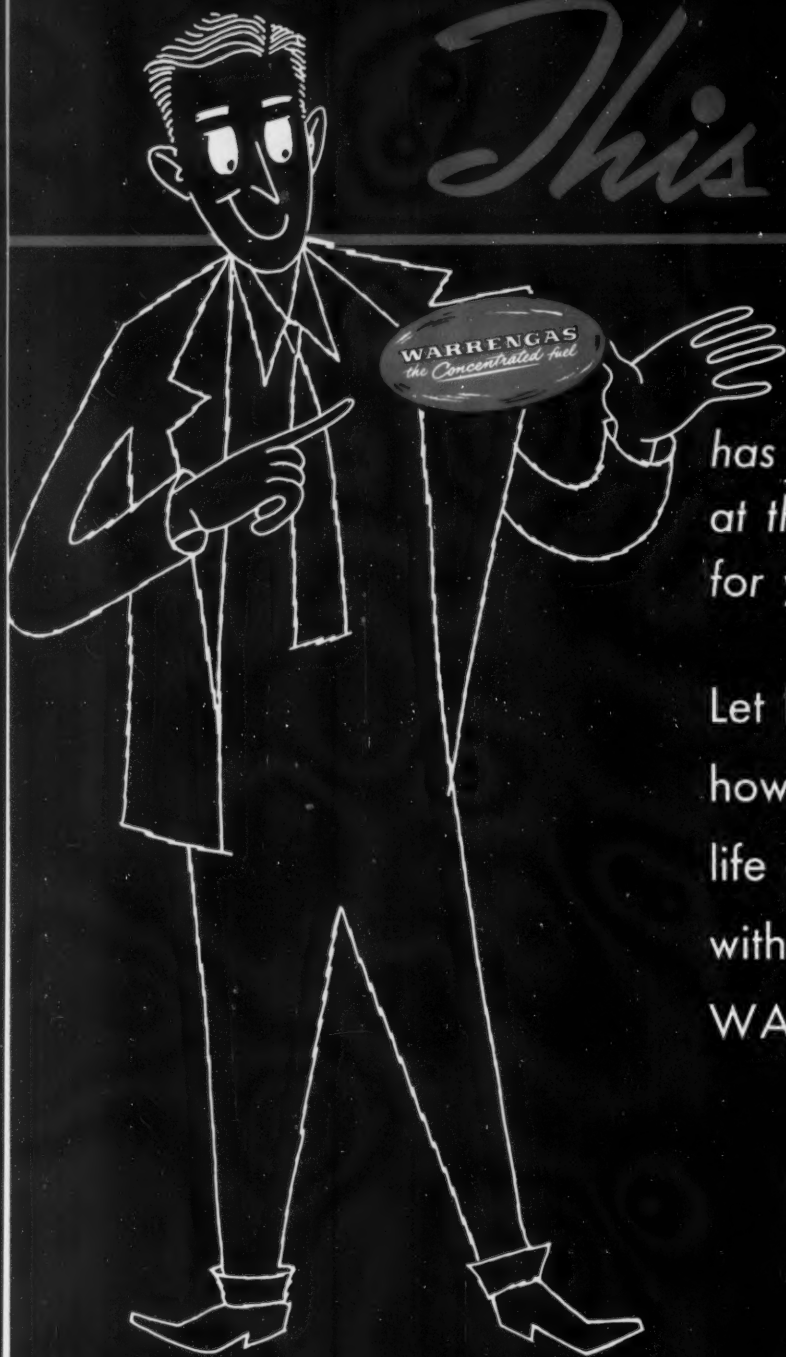
2%, 10 days, Delivered in
Truckload Lots in our trade area.

Prices and Specifications Subject to Change Without Notice

TEXAS TANK CO.

P. O. Box 1219
Denton, Texas

This Man...



has the best story
at the Convention
for you!

Let him tell you
how *Good*
life can be
with a
WARREN CONTRACT.

WARRENGAS
the Concentrated fuel

WARREN PETROLEUM CORPORATION

TULSA, OKLAHOMA

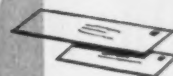
SALES OFFICES

ST. LOUIS, MISSOURI • FT. WORTH, TEXAS • NEW YORK, N. Y. • HOUSTON, TEXAS • MIDLAND, TEXAS • OMAHA, NEBRASKA
MADISON, WISCONSIN • TAMPA, FLORIDA • JACKSON, MISSISSIPPI • LOUISVILLE, KENTUCKY • COLUMBIA, SOUTH CAROLINA



Letters

BPN



Effect of Pressure Drop

Minnesota

Could you please give us information on how much a 2-in. drop in the water column will affect the operating cost of a unit?

G.G.S.

It is very doubtful that a drop in pressure to an appliance will reduce the cost of operating that appliance. It is possible that it may even increase the cost under some conditions. The reason it will not decrease the cost is that it requires a certain amount of heat to do a job and if the pressure is lower, the appliance will have to operate for a longer period of time to get the heat released. This is also the reason it may increase the cost of operating some appliances.

The loss of heat in the products of combustion, convection in the air circulating by the flame, radiation losses from the appliance and from the material being heated, etc., do not decrease in proportion to the drop in heat output from the appliance burner due to the pressure drop. Therefore, the percentage of heat doing useful work is reduced, and the burner must operate much longer.

The output of a burner is normally designed to operate at a pressure of 10-in. wc pressure, but due to pressure loss, it is required to operate at 8-in. wc and will be reduced $\sqrt{\frac{10 \text{ in.} - 8 \text{ in.}}{10 \text{ in.}}} \times 100$

or 4.47%. The 2-in. pressure drop has more effect when the design operating pressure is lower. For example, if the design operating pressure is 8 in., the loss in heat input is 5%, although the pressure reduction remains at 2 in.

Changing the pressure also affects the air flow through and around the burner and generally increases the percentage of excess air, thereby increasing flue losses. —Ed.



Computing propane vapor

Michigan

How do you compute the amount of propane vapor in terms of gallons that would be in a 500-gal. tank that reads 50-lb pressure at 55% full?

This question came up with us re-

cently when we replaced a defective gauge for a customer and he feels that the loss was around 100 gal. We know how to convert the 45% portion of the tank capacity into cubic feet of vapor and then to gallons, but do not know how to allow for the vapor under pressure.

M.M.C.

The water capacity of the tank minus the gallons of liquid in the tank gives the volume of space filled by vapor, in gallons. The volume of this vapor space in gallons divided by 7.48 (number of gallons in a cubic foot) equals the volume of the space in cubic feet. The gas is under pressure and the number of standard cubic feet which are compressed into the above space must be calculated.

A standard cubic foot of gas is a cubic foot measured at 60°F and one atmosphere or 14.696 psi absolute. (14.7 is sufficiently accurate because other factors cannot be measured this close.) Then the volume filled by vapor multiplied by 14.7, plus the gauge pressure, and divided by 14.7, equals the cubic feet of gas in the space when measured at atmospheric pressure and the temperature of the gas in the tank.

It is then necessary for the volume to be corrected for temperature. This correction is in proportion to the absolute temperature. Zero degrees F on the absolute scale is 460° and 60°F is 520°, 40°F is 500° absolute. The value obtained after correcting for absolute pressure should then be multiplied by the 520° and divided by the absolute temperature of the gas in the tank.

The above calculations determine the volume of gas in the vapor space of the tank as if they were allowed to expand to atmospheric pressure at sea level and then the temperature brought to 60° F.

Pure propane produces 36.45 cu ft of vapor (measured at 14.7 psi absolute and 60°F). Commercial propane should be somewhere near this figure, perhaps a little less because of the butanes and the other gases mixed with it—36.25 is probably a good practical figure.

Then the volume as calculated above for 14.7 psi absolute and 60°F divided by 36.25 is the answer in gallons of liquid at 60°F.

Assuming some data in the case of your 500 gal. tank will provide an example calculation. Use the following data in an example:

Capacity of tank (water capacity).....500

Portion of tank filled with liquid.....	55%
Portion of tank filled with vapor.....	45%
Pressure in tank.....	60 psig
Temperature of vapor.....	30°F
Fluid in tank.....	commercial propane
Cubic feet of propane vapor from gallon liquid.....	36.25 cu ft

Then:

$$\frac{(500 \times .45)}{7.48} \times \frac{(60 + 14.7)}{14.7} \times \frac{520}{490} \times \frac{1}{36.25} = 4.5 \text{ gal.}$$

The above figure is approximately correct if a vapor hose was used between the tanks when the liquid was transferred, so that the liquid space as it was emptied was filled with vapor from the tank receiving the liquid, and providing that both tanks were at about the same pressure when the transfer was started.

However, if no vapor line was used, then the space vacated by the liquid was filled with vapor which boiled out of the liquid as the liquid level went down. In this case the pressure and temperature of the vapor in the tank after the liquid was removed should be used and the entire volume of the tank should be used in the above calculations. With equal pressure and temperature the quantity of liquid would then be about 10 gal.

When the tank was refilled, no loss to the customer should have been encountered if no vapor hose was used. If a vapor hose was used the loss to the customer would be very little, and possibly his gain, depending on the pressure in the tank when the vapor line valve was opened.—Ed.



Comparing tank size operations

Kansas

Does it take more propane gas to heat a home drawing off of 100-gal. tank or 250-gal. tank than it does using 500-gal. or 1000-gal. tank? I want to know if it will take the same amount of gas to heat the same amount of space using a small tank as it does using a large tank.

Some of my customers think they

REPUBLIC

THE WATER HEATER NAME THAT HELPS YOU SELL!

NO EXTRA CHARGE FOR L.P.G. GASES!

NOTE: REPUBLIC MANUFACTURES A COMPLETE LINE OF WATER HEATERS. HERE ARE TWO OF THE POPULAR MODELS. WRITE US FOR BIG CATALOG

REPUBLIC

SUCCESSOR TO ORDINARY WATER HEATERS



SUPER-GLASS LINED
NEW GOLD OR CHROME TRIM

10 YEAR WARRANTY
REPUBLIC IS MORE THAN A NAME
...IT'S A GUARANTEE!



RUST PROOF
OWEN'S CORNING FIBERGLAS INSULATION
DUPONT DULUX EXTERIOR FINISH

100% SUPER THERMOSTAT CONTROLS

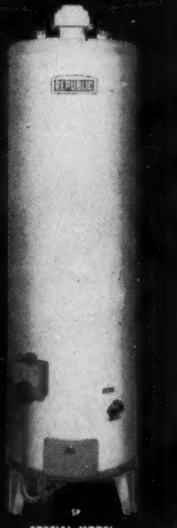
Model No.	2 BHP	3 BHP	4 BHP	5 BHP
Capacity in U.S. Gallons	30	30	40	50
Reheat Per Hr. in U.S. Gallons	27.7	33.3	44.4	55.6
Reheat Per Hr. in U.S. Gallons	27.7	33.3	44.4	55.6
Size Gas Supply	1/2"	1/2"	1/2"	1/2"
Size Hot Water	1/2"	1/2"	1/2"	1/2"
Size Cold Water	1/2"	1/2"	1/2"	1/2"
Spread Hot & Cold Water	8"	8"	8"	8"
Unit Size	3'	3'	3'	3'
Color of Body	White	White	White	White
Color of Trim	Gold or Chrome	Gold or Chrome	Gold or Chrome	Gold or Chrome

For L.P. gas no extra charge

REPUBLIC

SPECIAL MODEL

1 YEAR WARRANTY
REPUBLIC IS MORE THAN A NAME
...IT'S A GUARANTEE!



NEW WHITE & GREY TRIM
100% THERMOSTAT CONTROLS
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OWEN'S CORNING FIBERGLAS INSULATION
BUILT LIKE A BATTLESHIP

NEW MINI PILOT
USES ONLY GAS FOR OPERATION

BUILT-IN PILOT FILTER

Model No.	2SP	3SP	4SP	5SP
Capacity in U.S. Gallons	30	30	40	50
Reheat Per Hr. in U.S. Gallons	27.7	33.3	44.4	55.6
Reheat Per Hr. in U.S. Gallons	27.7	33.3	44.4	55.6
Size Gas Supply	1/2"	1/2"	1/2"	1/2"
Size Hot and Cold Water	1/2"	1/2"	1/2"	1/2"
Spread Hot and Cold Water	8"	8"	8"	8"
Unit Size	3'	3'	3'	3'
Color of Body	White	White	White	White
Color of Trim	White & Grey	White & Grey	White & Grey	White & Grey

HUNTINGTON PARK, CALIF. & ERIE, PENN. **REPUBLIC HEATER DIVISION** OF ODIN STOVE MANUFACTURING CO

2231 RANDOLPH ST. • HUNTINGTON PARK, CALIF. Telephone LOgan 8-4941

342 W. 12th ST. • ERIE, PA. Telephone 26861

Letters • Continued

would not use as much gas in cold weather if they had a larger tank.

A.D.

There is no reason why it should require more propane to heat a house served by a small tank than one served by a larger tank. The exception may appear when the small tank has inadequate capacity to vaporize sufficient fuel to obtain a correct operating pressure at the appliances.

Low pressure at the regulators may not permit the burners to function properly by causing low flames. This, in turn, may cause the appliance to burn for an extended period of time and at a less efficient rate.

However, if the pressure is maintained at the correct setting at the burner there should be no difference in consumption due to the tank size.

Larger tanks often do provide for lower fuel bills since they permit the dealer to sell at a lower price and still make his profit. This is because it requires very little more of a driver's time to deliver a few hundred gallons than 100 or 200 gal., also fewer trips to the customer's house. —Ed.



More on Smith Article

Chicago

O. L. Williams' clarification of certain phases of Mr. Smith's article entitled "Tank Car Excess Flow Valves and Pumping Problems They Cause" (September '55 B-P NEWS) is excellent; however, several statements made by Mr. Williams may leave a distinctly erroneous impression in so far as the L. P. gas industry is concerned.

I refer particularly to the discussion concerning "check valves" and "excess flow valves." While usage in different industries will vary, and while these terms may be in use by the tank car transportation industry as outlined in Mr. Williams' letter to the editors (December '55 B-P NEWS), the L. P. gas industry as a whole does not use these terms in the manner described.

In our industry a check valve is a general term embracing a variety of valves, all of which share the common characteristic, as the name implies, of "checking" or stopping the flow under certain conditions. Usually this general term is subdivided into two categories—back pressure check valves and excess flow valves (sometimes referred to as excess flow check valves).

Neither of these devices "controls" the flow of liquid which passes

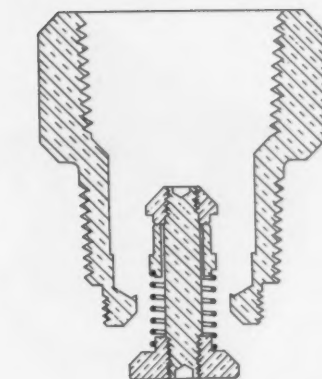


Figure 1a

through it, except in the sense that because they constitute a restriction to flow, they can be considered as being equivalent to a fixed orifice. A device which controls the flow would be termed a regulator or governor.

An excess flow valve is properly defined as a device which will permit unlimited flow in one direction (gen-

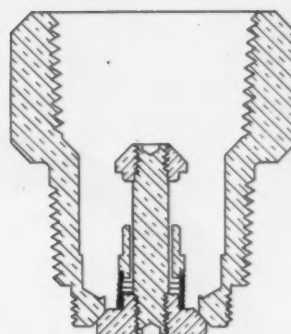


Figure 1b

A back pressure check valve is a device in which the moving member is usually in the closed position (see Fig. 2a). In other words, the moving member, whether a ball, disc or float, is held against an opening by an actuating force such as gravity or a spring. A back pressure check valve will permit unlimited flow in one direction (usually into a container),

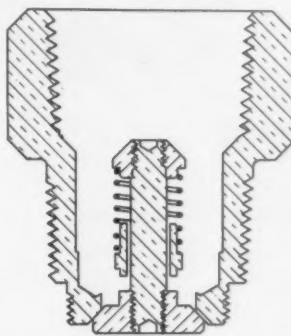


Figure 2a

erally into a container during the filling operation), and which will also permit flow up to a certain value in the opposite direction (generally out of a container during a discharging operation). Under normal conditions an excess flow valve is in the "open" position, permitting flow in either direction (see Fig. 1a). When the closing flow rate is reached, the excess flow valve will close abruptly, permitting no further flow (see Fig. 1b). This action is characteristic of all excess flow valves whether of the spring loaded type or of the weighted type, as illustrated in Mr. Williams' letter. It will be noted there is no "control" involved here. The only control action of an excess flow valve is its abrupt closing action when the closing flow rate is reached.

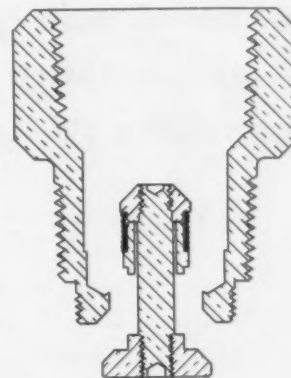
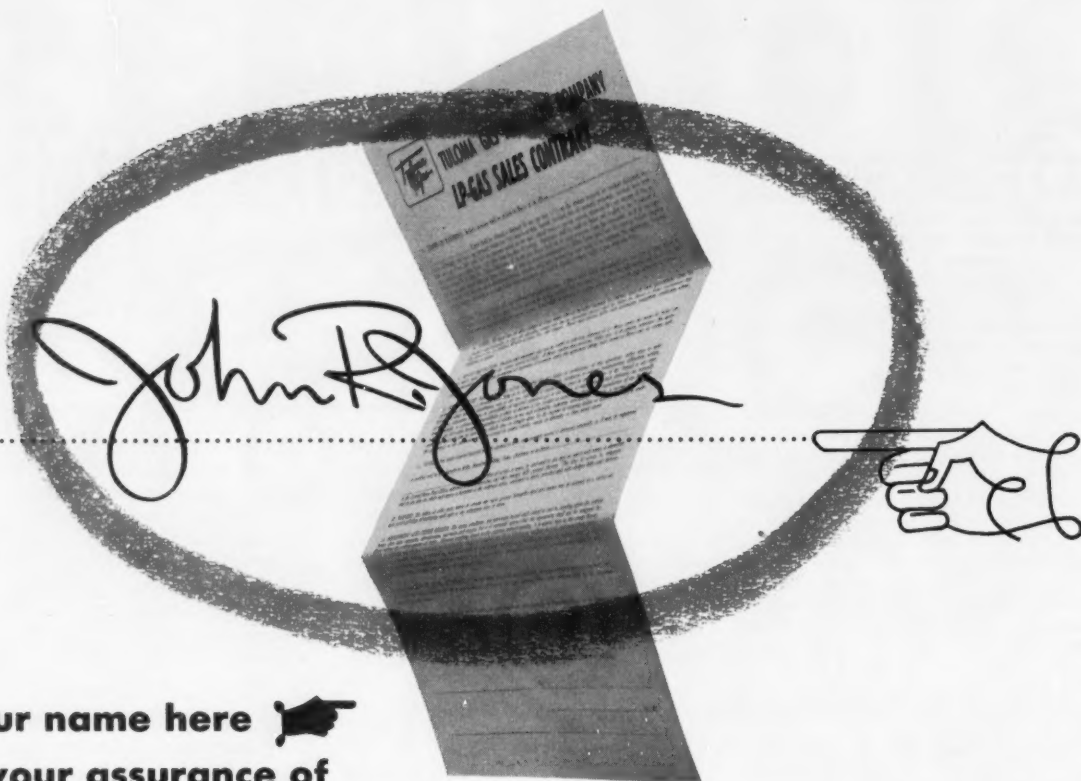



Figure 2b

provided the pressure of the fluid is sufficient to move the closing member away from the opening in the valve against the force that keeps it in the closed position. In this device, however, the moment the flow stops or reverses in direction, the moving member closes the valve as a result of the force of the spring or gravity as the case may be (see Fig. 2b).

As I have indicated previously, I have no quarrel with the particular manner in which these terms are used in the railway transportation segment of our industry. I do feel, however, that so used they will be misleading to the majority of L. P. gas distributors and dealers.

Bastain-Blessing Co.
Ralph H. Engstrom
Sales Manager



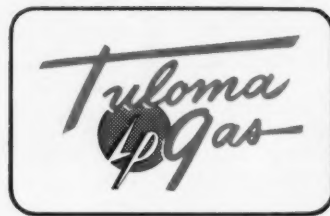
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beyond the mains



A PERSONAL MESSAGE FROM THE PUBLISHER

After 17 years as a Jenkins publication, BUTANE-PROPANE News will become a Chilton publication, effective with the June issue. The present staff will be retained and expanded and I shall remain with the magazine in a consulting and advisory capacity.

In making this announcement to our readers and advertisers, I am happy to be able to tell you that BPN enjoyed the greatest year in its history in 1955 and that the sale of the magazine was prompted only by the fact that men do reach the age where they wish to ease up, whereas the industries they serve continue to be infused with new blood and to march on.

It has been very difficult for me to reconcile myself to relinquishing control of the magazine. BPN was the first publication to serve the liquefied petroleum gas industry; and we had served it for many years before BPN was born, through a special section in our magazine GAS. I am very proud to have had some part in the growth of this spectacular industry -- proud of the many fine and lasting friendships I have made in it; and I feel a deep sense of gratitude to the LPG men and the manufacturers who have loyally supported the magazine. Without their friendship and support, no success would have been possible.

I feel that the change of ownership at this time is in the best interests of everyone. The Chilton Company is one of the oldest, largest, and most highly respected publishing companies in America. They now own and publish fifteen business magazines, including such stalwarts as Iron Age and Hardware Age -- both more than a hundred years old and known to everyone in American business. Their production facilities are second to none and they have the organization and finances to keep BPN completely in step with the constantly expanding needs of this fast-growing industry. I feel, therefore, that I am entrusting you to very good hands.

In conclusion, I should like to say that my interest in BPN readers and in the liquefied petroleum gas industry will never diminish. As consultant on the magazine I shall be close by, working behind the scenes to help BPN to serve you constantly better and better.

My very best to all of you!

President & Founder

THIS ISSUE PRESENTS OUR "CONVENTION IN PRINT." This is something of a departure in magazine service. Our decision to do so arose from a need which has become more obvious over the years. Huge as our big industry meetings are becoming, the majority of the L. P. gas dealers do not attend.

Last summer we analyzed the official attendance list of the Chicago convention to see who really attended and got the shock of our lives. Out of the total registration of 2720, only 1159 (43%) were from retail LPG dealerships. Of these, 71% were from the nine states closest to Chicago, with 29% scattered thinly from the rest of the United States and Canada. Multiple registrations from close-in dealerships were extremely frequent.

This study, and spot checks of the registration lists of district conventions, confirm this distance factor -- few dealers feel that they are able to travel more than 300 miles to attend a convention. Our official bloodhound put his nose to the ground to track down the reasons why so many dealers stay away from conventions. He found plenty of reasons, numerous excuses, and some allergy to other peoples' opinions -- the usual human responses. Most prominently, they felt that they could not spare the time to go to a convention. But if the convention could be brought to them -- and they were even willing to tell us what they would like to hear discussed.

Editors, like politicians, should keep one ear cocked to hear the clear mandate of the people. Frankly, there is no better way to take a convention to an industry than to put it in the magazine that reaches all of the key people in the industry.

So here is the "convention in print," BUTANE-PROPANE News style, for the busy majority who were not able to attend the major conventions. But this is not all. Through the year we will bring you the outstanding discussions presented at numerous conventions. As a matter of fact, your industry magazine is practically a year-round convention, delivered to your office and tailored to your own specifications.

Earl Abell

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for heating:

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EASILY INSTALLED. This wall-hung boiler can be installed in a matter of minutes. Fits almost anywhere... saves floor space.

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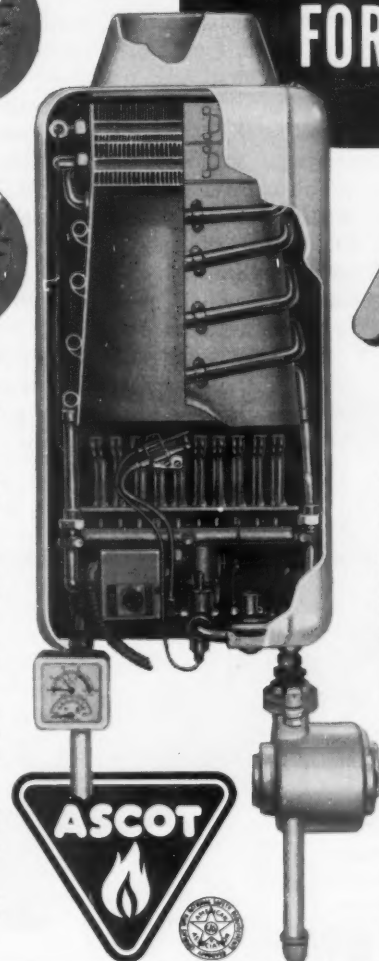
ATTRACTIVE. Smartly styled—high quality vitreous enamel lasts indefinitely, does not stain... easily cleaned.

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MONTREAL, P. Q., CANADA
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BOILER SPECIFICATIONS						OUTPUT	
MODEL	HEIGHT	WIDTH	INPUT	OUTPUT	WEIGHT	MODEL	
724	43 ⁵ / ₈ "	14 ³ / ₄ "	84,000	67,000	65#	724	118 GPH @ 60° Rise
							70 GPH @ 100° Rise
924	46 ⁵ / ₈ "	16 ³ / ₄ "	125,000	100,000	85#	924	175 GPH @ 60° Rise
							105 GPH @ 100° Rise

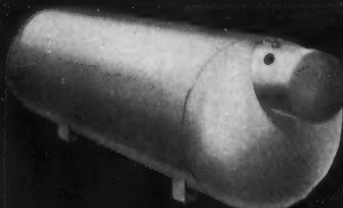
Note: Model 924 available for future delivery.

MAY, 1956

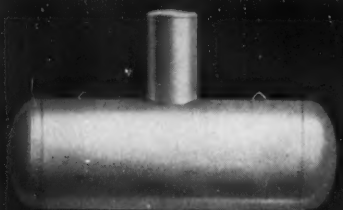
33

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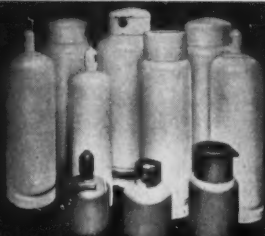
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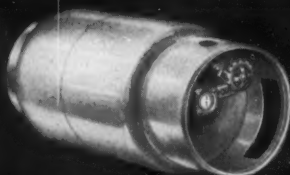
Above Ground Tanks



Underground Tanks



ICC Cylinders



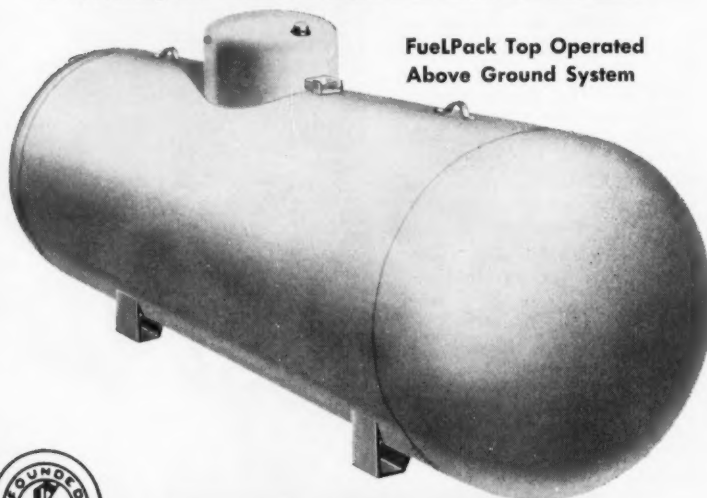
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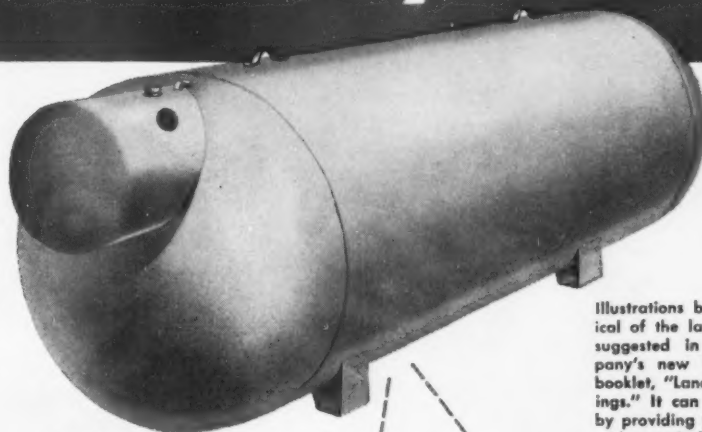
BUTANE-PROPANE News

Above Ground Systems

6 BIG REASONS SCAIFE above ground tanks are better

FuelPack End Operated
Above Ground System

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Permits free access to system valves and regulator during tank filling—hook-type hinge can't jam or rust.
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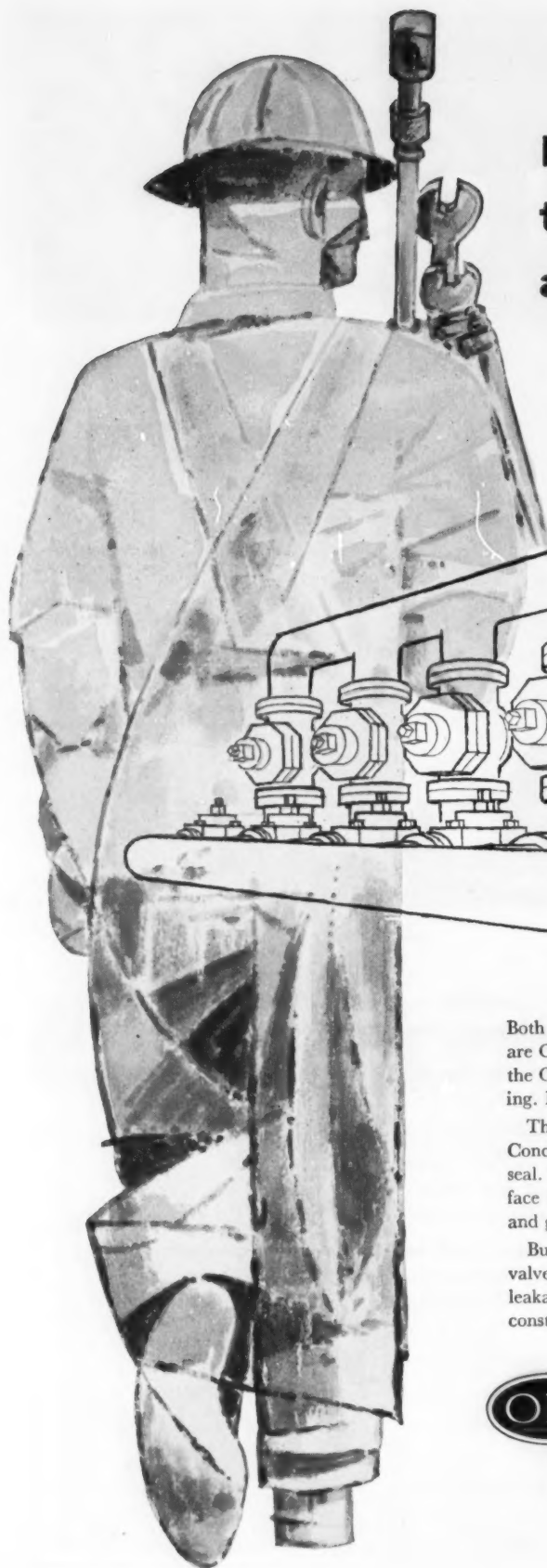
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**He skipped
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again today**

Both are still in adjustment. Still no leaks, not even at the shank! Both are OIC plug valves. If he's curious enough to dismantle one, he'll see the OIC gland and O-ring construction that saves him time and cussing. It's different from other plug valves he's seen.

Three efficient seals prevent shank leakage on OIC plug valves. Concentric grooves machined into the gland liner form a "labyrinth" seal. The liner also retains an O-ring in contact with the plug's top face for a second positive seal. And resilient packing between gland and gland liner forms the third seal.

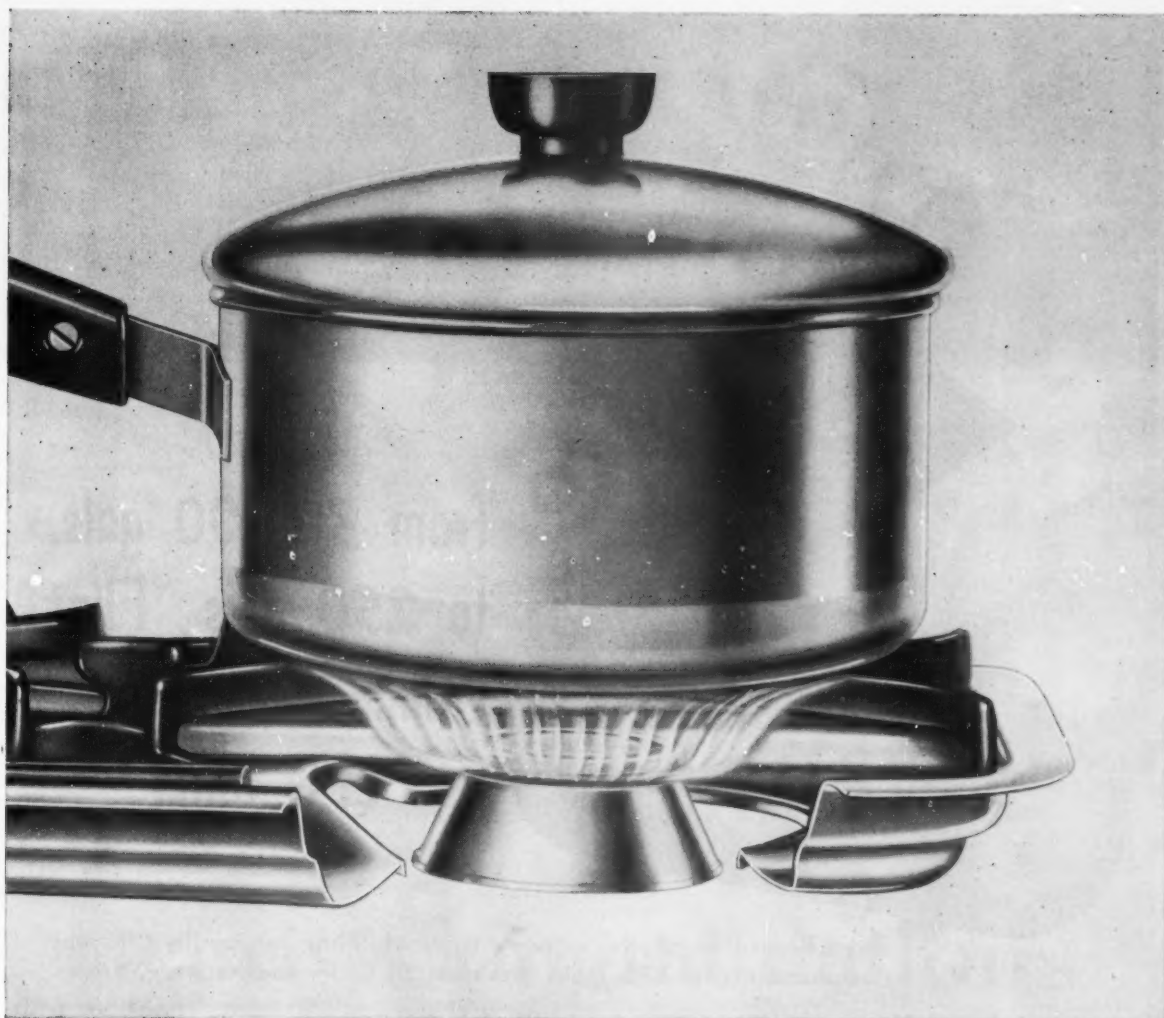
But the maintenance man measures design by *results*. OIC plug valves get his O. K. because they stay in adjustment a long time without leakage. However, if *you* are interested in the exclusive gland design and construction of these OIC plug valves, write for specification literature.



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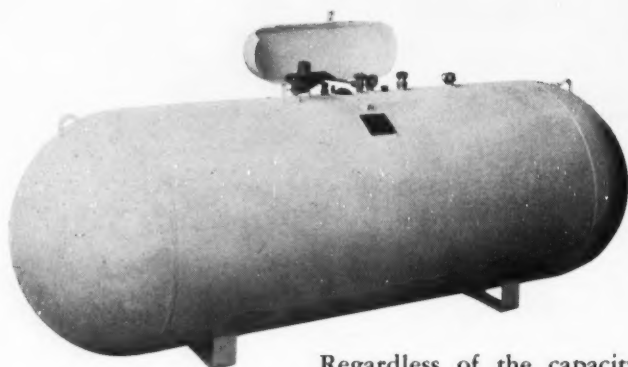
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1,000 Gal. 41" dia. x 193" O.A.L.	12,000 Gal. 106" dia. x 29'-2" O.A.L.
6,000 Gal. 60" dia. x 43' O.A.L.	18,000 Gal. 106" dia. x 42'-2" O.A.L.
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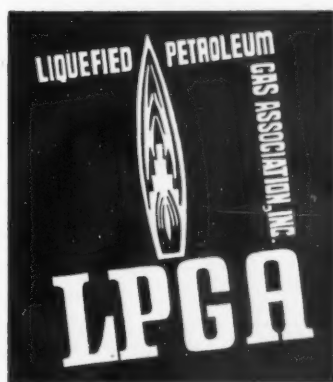


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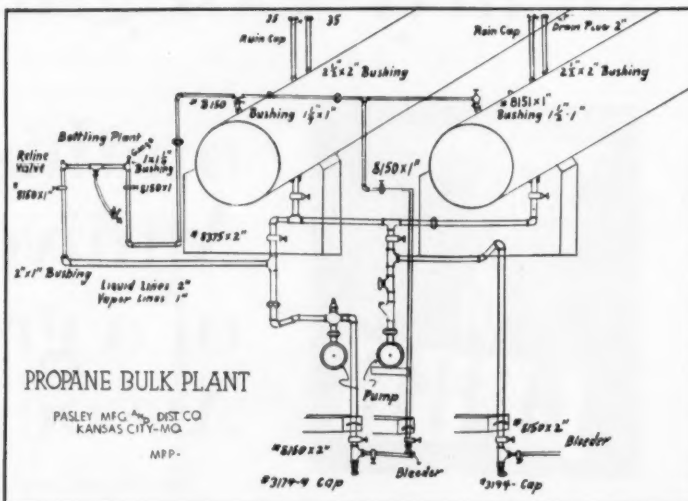
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Superior TYPE 1050 COMBINATION FILLER-SHUT-OFF VALVE FOR 100# and 200# I.C.C. CYLINDERS



Safety device adequate for cylinders containing not over 200% of LP-Gas.

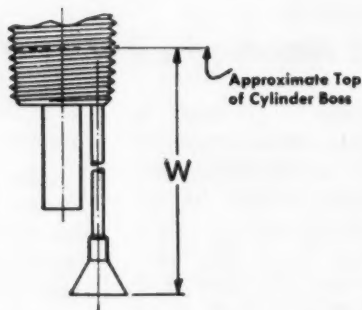
Standard shut-off valve with POL outlet. Valve utilizes same parts as our 1032-B valve shown on page 3. Proven design with many years of satisfactory service behind it.

Spring-loaded safety device which protects against over filling.

Standard filler connections. Connects to all standard filler adapters in use. Designed to insure a very rapid filling rate. Cap or plug with synthetic gasket for secondary seal.

Fixed liquid level gauge. Operated by finger operation on knurled nut for volume filling.

Liquid filling baffle tube on type 1050 valves prevents liquid from "slugging" into outlet channel during filling operation.



Dimension "W" must be specified when ordering.

CATALOG DATA — TYPE 1050

CATALOG NUMBER	INLET CONNECTION	OUTLET CONNECTION	FILLER CONNECTION	MEANS OF OPERATION	SAFETY DEVICE SD-65
1050	¾" NGT	*.885—14NGO-LH—internal	1¼"-5 Acme Thread	Handwheel	375 lbs. per sq. in., initial leak pressure
1050-A	¾" NGT	*.885—14NGO-LH—internal	1¼"-6 Acme Thread	Handwheel	375 lbs. per sq. in., initial leak pressure
1050-B	¾" NGT	*.885—14NGO-LH—internal	*.885—14NGO-LH—internal	Handwheel	375 lbs. per sq. in., initial leak pressure

*NOTE: CGA Standard for Propane and Butane supersedes and is interchangeable with female POL.

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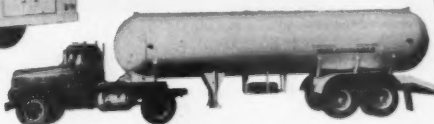


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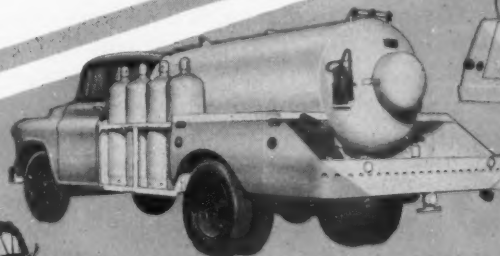
No. 205 Standard LPG and anhydrous ammonia single barrel transport tanks.



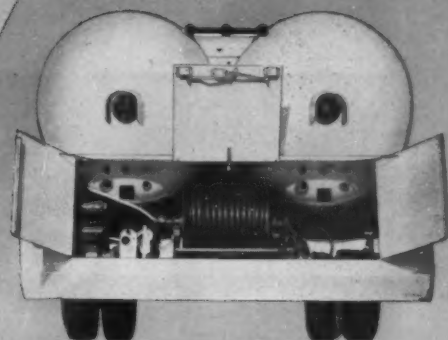
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Southern Special — 1400-1700 gallons, open rear end and high fittings for regions where ice and snow is uncommon.



Northern Special — 1400-1700 gallons, closed rear end and high fittings for the land of ice and snow.



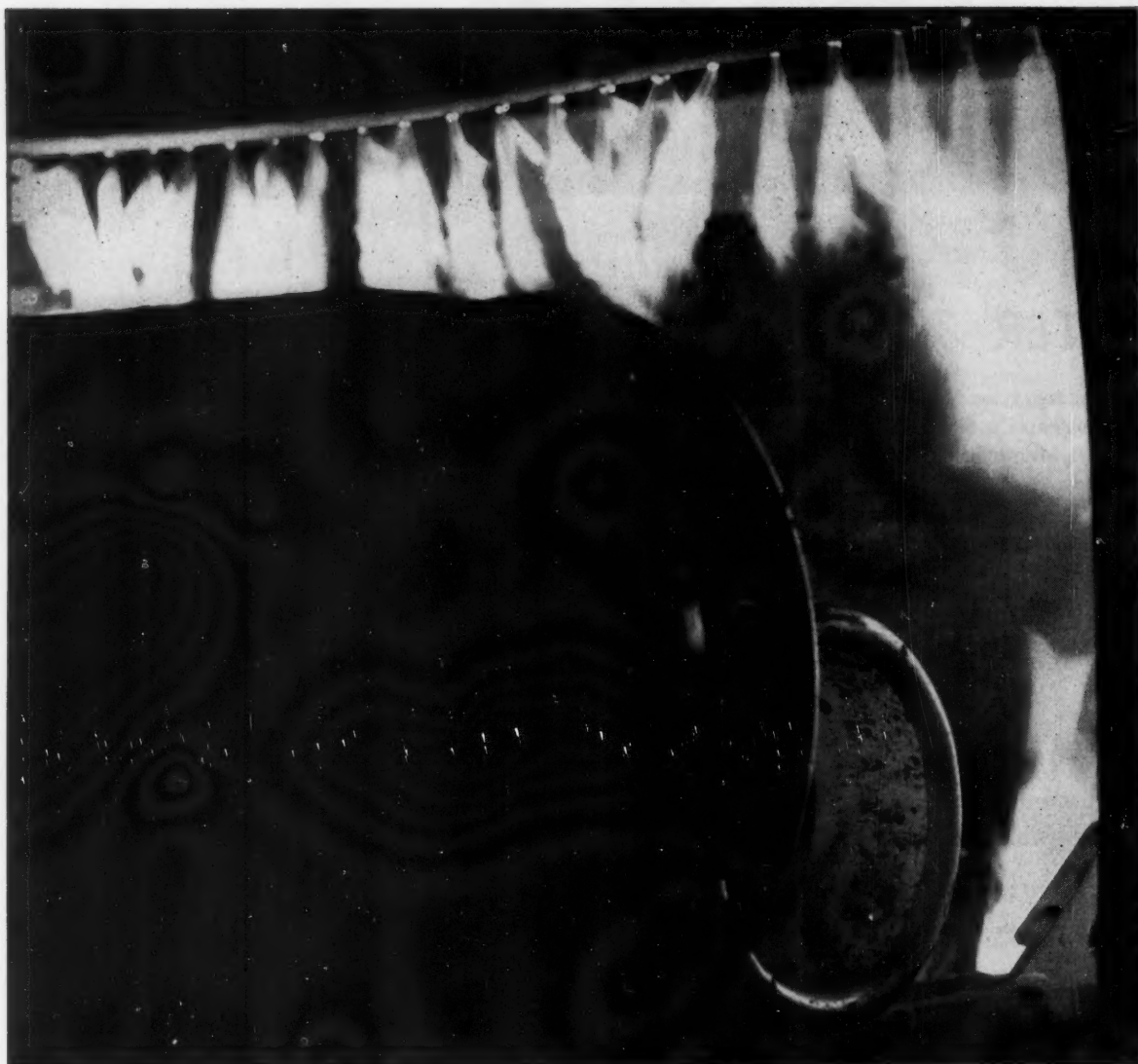
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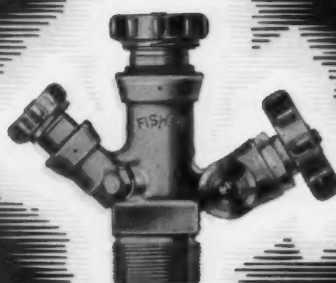
See your local LINDE representative, or write today for full information. LINDE AIR PRODUCTS COMPANY, a Division of Union Carbide and Carbon Corporation, 30 East 42nd Street, New York 17, N. Y. In Canada: Linde Air Products Company, Division of Union Carbide Canada Limited, Toronto.

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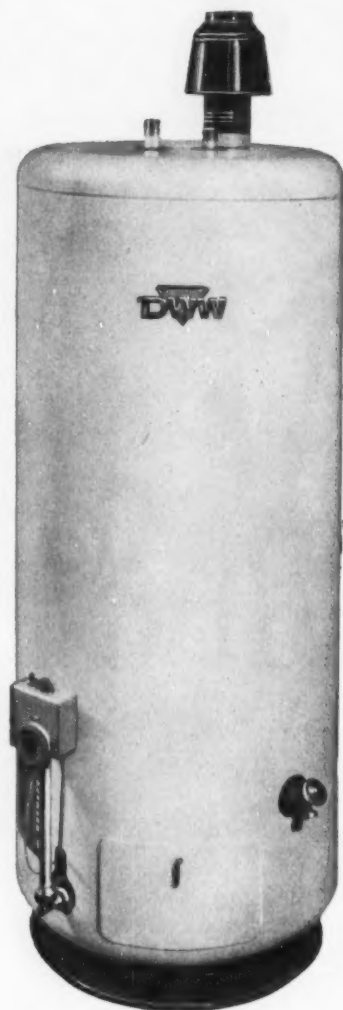
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Full details of this modern financing service designed specially for the LP-Gas industry will be mailed at your request. Write LPG Credit Corporation, 312 East 131st Street, Cleveland 8, Ohio. Branches in: Atlanta, Georgia; Jackson, Mississippi; Dallas, Texas.

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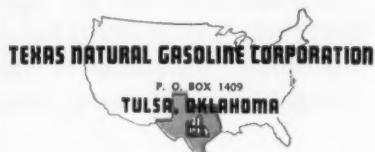
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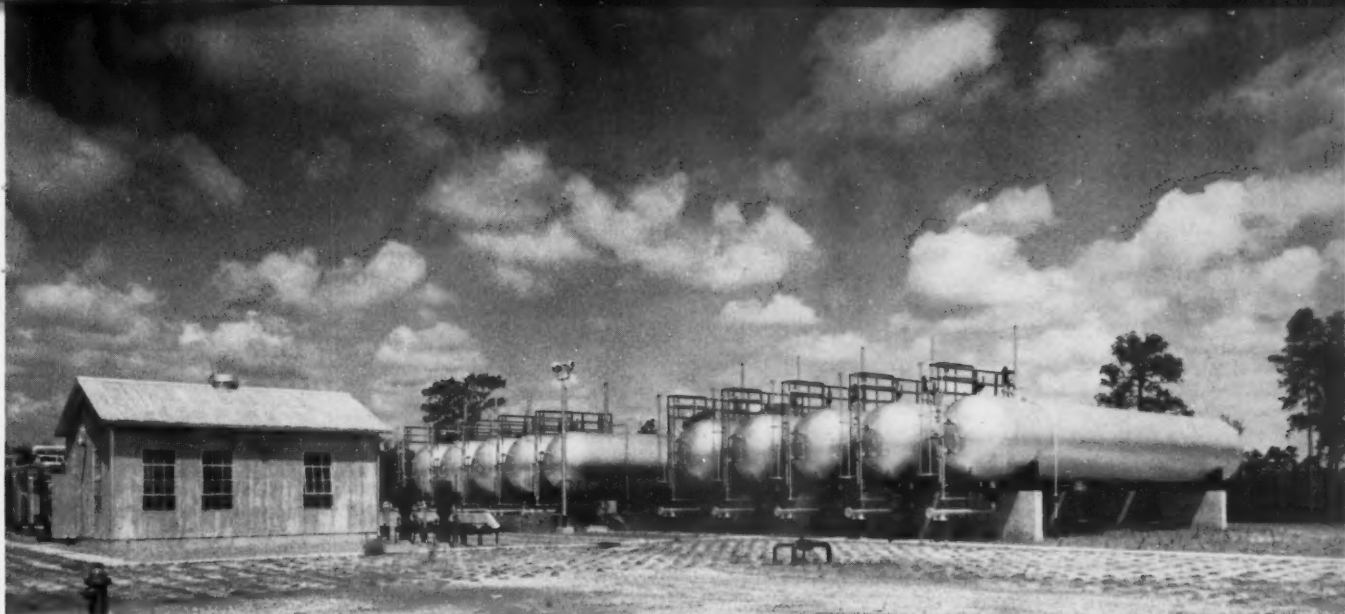
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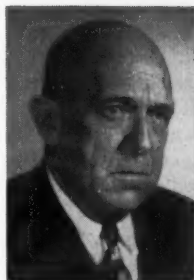
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Plant storage equipment has long life and slow depreciation. Its nature justifies classification as a capital asset. Long term financing is proper—and available.

Finances for the L. P. gas dealer

By J. G. O'BRIEN, Vice President and Treasurer • The J. B. Beaird Co. Inc.



J. G. O'Brien

About the author

Before joining the J. B. Beaird Co. Inc. as vice president and treasurer, J. G. O'Brien spent 20 years with one of the leading banks of Shreveport, La., where he rose to the position of senior vice president. Much of his work with the bank was concerned with business loans and financing. His previous experience with the financing problems of small business is reflected in the pioneering steps that his present company has taken in developing a term financing program for L. P. gas dealers.

THE tremendous expansion of the L. P. gas industry which has been underway for several years has been accompanied by most of the problems that attend a growth industry. Perhaps the most stubborn of these problems is dealer financing. That it is being slowly solved is well proved by recent trends.

It is only during the past seven years, one might say, that there has been any willingness at all on the part of banks and other financing concerns to recognize the merits of L. P. gas dealer installment paper secured by the products he deals in.

The unwillingness of banks and finance companies to recognize the

merits of dealer installment financing can be traceable in many instances to a woeful ignorance of what the LPG industry is all about and a disinclination to take the trouble to find out.

But of late a change in attitude appears to be coming about. This change can be attributed to the ever-increasing efforts of L. P. gas associations and the stepped-up advertising on the part of manufacturers and many dealers in L. P. gas equipment and related appliances to carry the story of this growth industry to the American public.

The estimates published several months ago by the Wall Street Jour-

nal that by 1965 L. P. gas will have 13 million customers, that by 1965 fuel sales will be at a rate of 9 billion gal. a year, that 1955 sales would exceed 1954 by some 8 to 10 percent, lend impetus to the change.

Much of the adverse thinking on the part of banks and finance companies has been built upon the theory that the LPG industry was susceptible to a saturation point brought about by the widening of areas served by natural gas and the electrification of rural areas.

Such of course has not been proved to be the case. True, the invasion of natural gas into concentrated rural areas has forced the repossession of tanks by dealers in certain localities. But natural gas cannot supplant L. P. gas on the farm where mobility of fuel is necessary—as it is in most cases. The growth of the tractor carburetion program and the tremendous expansion of suburban living have more than offset the loss of L. P. gas to natural gas. LPG might be said to be an ally of natural



BEARD "PROFIT PLAN"
EXAMPLES OF VARIOUS LP-GAS SYSTEM LEASE PLANS USED BY DEALERS

Plan No.	Size System w.g.	Dealer Pays Beard			Customer Pays Dealer		Investment Required by Dealer		
		On Time Payment	Investment Plan		Under Dealer	Lease Plan	Per Month for		
		Down Payment	36 mos.	60 mos.	Initial Payment*	Monthly Payments	Initial	36 mos.	60 mos.
1	120	\$20.70	\$ 2.68	\$1.76	\$21.00	\$2.00	\$ 0.00	\$0.68	\$0.00
2	120	20.70	2.68	1.76	.00	2.00	20.70	.68	.00
3	150	22.50	2.91	1.91	25.00	2.00	.00	.91	.00
4	150	22.50	2.91	1.91	.00	2.00	22.50	.91	.00
5	250	29.20	3.77	2.49	24.00	2.00	5.20	1.77	.35
6	250	29.20	3.77	2.49	30.00	2.50	.00	1.27	.00
7	500	46.00	5.96	3.92	46.00	4.00	.00	1.96	.00
8	500	46.00	5.96	3.92	25.00	3.00	21.00	2.96	.92
9	1000	77.60	10.04	6.60	78.00	6.60	.00	3.44	.00
10	1000	77.60	10.04	6.60	50.00	4.00	27.60	6.04	2.60

Remarks:

Lease payments from customer may be in form of minimum monthly payments or increased per gallon cost of gas. Initial payment and first-year lease charge may be collected from customer in advance; after that quarterly or annual payments might be made. Where meters are used minimum monthly payments take care of the lease charge. When large systems are leased part of cost is offset by use of customer system for dealer storage.

NOTES:

- PLAN NO. 2--One aggressive dealer uses the 120-gallon system to replace cylinders where customers use 10 or 12 cylinders per year. Customer saves \$10 to \$15 per year on LP-Gas bill as dealer charges 25¢ per gallon instead of 42¢ per gallon when sold in cylinders. In less than 4 years dealer can pay for system out of extra profit on gas. After that time systems are all paid for and become part of his fixed assets. 100 systems sold over 5-year period add to dealer's assets, 500 systems worth over \$30,000 (depreciated value).
- PLAN NO. 3--This is easy to sell as it requires only \$25 down and monthly lease payment of \$2. Savings on price of gas by customer over cost of gas in cylinders will more than take care of monthly payments. Customer can add other gas appliances and take advantage of lower gas rates.
- PLAN NO. 5--One Beard dealer used this plan. \$24 down and \$24 per year payable in advance. He now has 1500 Beard systems all paid for, worth over \$100,000. No competition can take his business away from him. His rental income from systems alone is \$36,000 per year.
- PLAN NO. 7--This plan used with metered gas by one Beard dealer enabled dealer to increase size of customer storage, allowing him to fill customers' systems at his convenience in larger gallonage drops and materially decreased his per-gallon delivery costs.
- PLAN NO. 9--Same dealer prefer to store their LP Gas in customers' systems. This enables them to operate with less storage. Customer storage costs less per gallon than bulk storage. This fact should be considered when figuring dealer investment in lease plan.

*Initial payment for an LPG system does not include cost of installation.

PRICES BASED ON TYPICAL PRICE LIST.

gas in that it popularizes gas as a fuel and breaks down prejudices against its use in operation of home and farm appliances and equipment.

The trend toward suburban living cannot be discounted, particularly as it has to do with older people or people who have retired. Social security benefits, pension plans, and so forth, have given people a feeling of security which prompts them to mortgage future income for the benefits of the present. The grim specter of want resulting from sickness and unemployment is not the fearsome specter it used to be. With the advent of television, washing machines, clothes dryers, and what not the home has become a self-contained center of activity, and in great degree this home is being built beyond existing gas mains.

There is an assured increase in this class of our population. The move to the suburbs may have just begun and perhaps its maturity only awaits the full momentum of the nation's road program now before congress.

The growing recognition by banks and other lending agencies is the soundness of L. P. gas dealer installment paper is based upon several considerations:

1. The storage tank or cylinder, together with the bulk equipment and the trucks and transports involved in servicing it, go to provide a vital necessity. It furnishes fuel for cooking, for washing, for heating. These are basic living needs.

2. The L. P. gas domestic system has a longer useful life than most items of equipment which have been recognized as security for installment paper.

3. The slow rate of depreciation eliminates one of the usual hazards attending repossession.

4. The equipment is self-liquidating, either through lease or rental payments, or by increased gas sales or loading gas charges.

These basic factors certainly take LPG equipment out of the realm of the television set, the washing machine, and the clothes dryer.

One of the leading finance companies dealing in L. P. gas installment paper states that it is attracted to this type of financing mainly because the equipment provides not the luxuries but what have come to be some of the daily necessities of living as we know it today.

Now, with the industry as a whole entering what would seem to be a prolonged period of expansion, it is obvious that dealer financing will play the leading role. The average L. P. gas dealership is small business.

It has been established, I would say, an average of eight years. Most dealers began with limited working capital. In the absence of a source for fixed capital borrowing, this working capital was diverted to the purchase of plant, equipment, and so forth. This resulted in a lack of borrowing capacity with which to expand. It goes without saying that any business which, because of borrowing limitations, is unable to expand is destined to have a short life in most cases. Knowing this, the average dealer cast about for a solution to the problem.

Many a business man is not making the most effective use of his present capital. Funds that should be available for working capital to use in expansion may be tied up needlessly in fixed investments or in durable equipment, both of which may be financed on long term loans. Or the merchandise inventory may be kept altogether too high, due to failure to clear out stock that is approaching or is actually in a state of style obsolescence. Or the dealer may have listened too intently to the siren song of the glib salesman who paints a glowing picture of profits from

quantity discounts, which never work out if the stock will be in the warehouse or showroom for too long a period.

For example, 12 ranges wholesaling at \$250, if bought in one order to earn an entire discount of 5 percent will tie up nearly \$3000. Let's suppose that this is one year's supply of that model. If purchased in lots of three, which should be ample reserve stock, they will cost \$150 more, but the capital requirements will be only \$750, and the capital costs of storage space will be reduced at least enough to save the \$150. The net profit should be just about the same, but the capital requirement, aside from cost of stor-

brings to the use of its working capital.

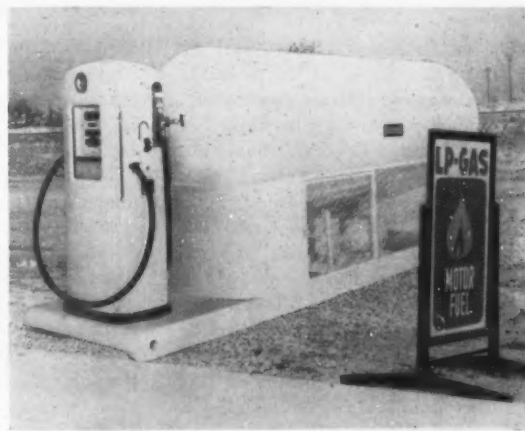
This may sound extremely elementary but it is amazing how many intelligent businessmen have headed into trouble because of failure to recognize this basic principle. Cash speaks for itself, but many dangers lie behind the other two. The turnover period for accounts receivable depends upon the credit terms granted but, in general, a good yardstick is that the accounts receivable of a business selling on 30-day terms should turn, on an average, every 40 days, and, where the terms are 60 days, then accounts should turn every 70 days. A very simple way for

volume of business done on a sound credit basis will produce more results in the long run than a larger volume done by having recourse to weak credit extension.

As a general rule, working capital should not be used for the purchase of durable equipment unless it is obvious that the amount of working capital available is more than sufficient to meet probable sales volume, and this article, in the main, has to do with that form of financing needed for the acquisition of equipment and other assets of a fixed nature, such as plant, property, and so forth. This latter type of financing is more difficult to obtain at the local level and



Financing of transportation equipment is a relatively short term deal, based on anticipated useful life and possible obsolescence of chassis.



Service station equipment is financed on a relatively short-term plan. Experience may justify longer repayment period in the future.

age and display space, is only about one fourth as much. It is much more profitable for the dealer to use the distributor's or manufacturer's storage space than his own, for any inventory beyond his current requirements.

Another common weakness in business operation which interferes with effective use of capital is failure to profit to the fullest by the use of "working" assets. By "working" assets is meant that group of assets commonly known as current assets, namely, cash, accounts receivable, and inventory. Cash moves into merchandise; merchandise moves into accounts receivable; accounts receivable move back into cash and the cycle begins again. The speed with which this cycle revolves—the turnover, if you please—determines the degree of efficiency management

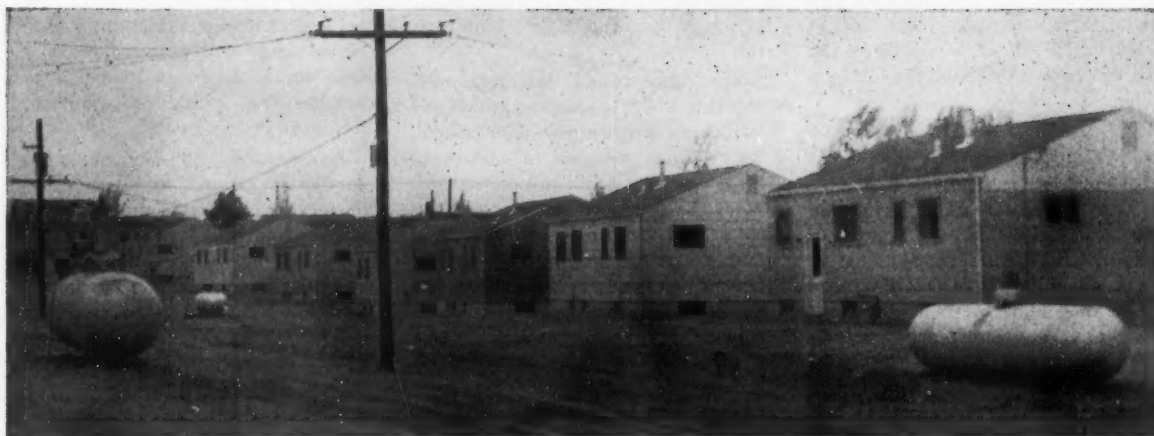
a dealer to check his position against this formula is to divide his annual net sales by 365 to obtain the average daily sales and divide that result into the accounts and notes receivable on hand.

It is common practice when accounts receivable are not paid on time for a businessman to go to his bank and borrow money. If his accounts receivable continue to run slow, then he continues to pay interest to the bank by extending loans and perhaps increasing them. In a condition such as this it is a common practice to press hard at the sales and force inventories down by the granting of credit on extra liberal terms. Such a course of action, of course, can add to the trouble by bringing inferior accounts receivable onto the books and thus making the condition infinitely worse. A smaller

in many areas not obtainable at all.

Bank loans, if available, are generally made for short terms, and because of their requirement for relatively quick repayment they must be limited to seasonal requirements where their use will cover seasonal requirements, or where they will be converted into accounts receivable that can be turned over to the bank or to some other financial institution for funds needed to repay the bank loan. Where available, bank loans are probably the most economical and advantageous means of financing for these temporary needs.

"Commercial credit" type loans, which were previously mentioned, are available from banks and the commercial credit companies to finance installment sales. While more expensive than ordinary bank loans, they are an accepted part of the



While domestic tanks are now financed for periods as high as 5 years, they are of practically indefinite life. Long term financing makes it feasible to install in housing projects and pay off out of earnings.

American business system, and by relieving the dealer of the financial burden of carrying his own commercial paper, they help to keep his working capital fluid and available for expansion of the business. These loans are generally made for relatively short terms — generally between one and three years, depending on the rate of obsolescence of the item covered by the installment contract. This is the customary way of financing sales of appliances and portable utilization equipment.

Tanks and storage systems offer a different and more permanent form of security. It is sometimes desirable to finance these on a still longer basis, and since the life of a tank is indefinitely long, it provides adequate security for loans that extend beyond the range of the ordinary lending institution. Generally the dealer is not able to interest his banker or the commercial credit company in financing tanks and other long life equipment on the terms desired. Many dealers faced with this problem turned to the tank and equipment manufacturers for help. It was principally through the intensive efforts of manufacturers that sources of capital for equipment purchases on extended terms were discovered, or in some cases created by the manufacturers themselves.

But the manufacturer has problems of his own. In most cases, the manufacturer turns his installment paper over to his bank or to a finance company in order that his own working capital is not curtailed. When he does turn the paper, he usually endorses with recourse or at least furnishes some guaranty. This results,

of course, in the creation of a contingent liability on the books of the manufacturer which, if not kept within reasonable bounds, ultimately affects his own borrowing capacity.

During the past several years dealer installment paper running into several million dollars has been handled by L. P. gas equipment manufacturers. The J. B. Beaird Co. Inc., was one of the pioneers in this type of financing and, as evidence of the quality of the risk, we have never been involved in a single repossession. Of course, care in the selection of the credit risk must be exercised by the manufacturer just as care must be exercised by the dealer in his customer relationship.

What are the customary terms offered to dealers for the financing of LPG systems, which are in turn leased to ultimate users?

1. Downpayment:

This should be a "reasonable" sum which does not unduly tax the working capital of the dealer but adequate enough to ensure protection to the manufacturer in the event of early default. Customarily these downpayments are

(a) Fifteen percent of cash price on paper not exceeding a 36-month maturity.

(b) Twenty percent of cash price on paper exceeding 36-month but not exceeding 60-month maturity.

In either instance, freight should be paid in cash and not financed.

2. Rates:

Rates offered by manufacturers are more or less dictated by the banks and finance companies through whom they deal. Generally speaking,

these rates range from $5\frac{1}{4}\%$ to 6% "add-on" interest. In some financial houses the policy is to grant the lower rate on larger transactions; in others, the rate is flat regardless of the size of the transaction. The application of "add-on" interest results in a true interest rate greatly in excess of the simple interest to which dealers are accustomed in dealing with banks for current borrowing. But it must not be overlooked that here we are dealing with capital financing—one might almost say "equity" financing. Assuming a dealer needs his full line of credit for working capital purposes, then he has mainly two other sources of funds for the purchase of equipment. One is the raising of money through the sale of capital stock; the other, he may acquire a partner. Either way, he brings others into his business, who would without doubt expect a return on their investment which would be equivalent to or greater than "add-on" interest.

The dealer who can get a cheaper rate locally should take advantage of it, provided he does not jeopardize his future borrowing possibilities by so doing. It must be surely conceded that bank borrowing should not be used for term financing of equipment if such borrowing impairs the borrower's lines of credit established for working capital needs.

3. Terms:

At its inception, dealer installment paper was confined to a 12-24 month maturity. That was some seven or eight years ago. As experience was developed by both manufacturer and lending agency, terms were extended to 36 months. For a period it seemed

that the financing term would settle at 36 months—but such was not the case. A strong demand for 5-year terms developed and has been met in most cases. Today there are evidences of a further demand for terms beyond 5 years. This demand is meeting and undoubtedly will continue to meet with considerable resistance at the bank and finance company level, and to a great extent at the manufacturer level, for regardless of how indulgent the manufacturer may care to be his decision will be controlled by the thinking of the lending agencies. It is they who discount the paper.

The present trend to lengthening terms and thus reducing installment payments tends to reduce the quality of credit and encourages the dealer to step up installment buying beyond the point of safety. Ownership by the dealer should be established as quickly as is reasonably possible. It is the establishment of ownership which creates the basis for future credit. Slow establishment of ownership limits and delays the credit of tomorrow.

Every dealer needs more and more capital each year to expand his business. Dealers are buying up or merging with other dealers. The big are getting bigger and as they get bigger more capital is available to them.

The use of the manufacturer's finance plan enables an average dealer to set up a lease program without mortgaging all the assets of his business. This plan costs less than obtaining capital by selling stock or taking in new partners. His business can be expanded from year to year on a sound basis using this program.

The large dealers all use some type of lease plan because of the many advantages that are offered by such a program. Some of the advantages are as follows:

1. Gas sales can be increased by making it easy for customers to have systems installed at low initial cost.
2. Dealer can hold customers over a longer period.
3. A sound lease agreement with customers will prevent their buying cut-rate gas from competition.
4. Delivery costs can be substantially reduced as the proper size system can be installed to adequately serve customer needs and allow dealer to deliver larger loads.
5. Opens market of new customers for L. P. gas, who otherwise would be financially unable to afford it.



Specially designed tank transport unloads manufacturer-financed Louisiana-built tanks at an Illinois housing project. More than 250 tanks were required to service the tract.

6. Increases the sale of stoves, dryers, hot water heaters, space heaters, and other gas appliances. Profits on these sales can be used to make the down payment on systems purchased on time payment investment plan.

7. Allows dealer to compete even more favorably with electricity, as initial down payment for system will be substantially reduced.

8. A dealer can increase his fixed assets from year to year as more systems are placed out on lease. His annual income from lease fees alone will increase each year and become a sizable amount as the lease program continues.

There are hundreds of different lease plans. Some require large initial payments by customers with option to buy systems; others require no initial payment on customers' part and the system always belongs to the dealer. Between these two extremes each dealer uses his own ideas and offers a lease program which he feels will meet his needs and the needs of his customer.

Large companies favor low down-payment and low monthly charges as they have the capital to finance systems on a long-term basis. Some use the meter plan whereby a customer buys gas on a monthly bill. Rates are based on a sliding scale with minimum charge each month. Rates take care of monthly lease payments for the L. P. gas systems.

The same method without the use of meters can be used whereby an estimate of customers' annual usage is made. Customer pays 1/12 of this amount each month. At the end of the twelve-month period an adjustment

is made. Customer pays or receives credit for the difference between estimate and actual usage. Rates are based on a sliding scale. The larger the annual usage the smaller the per-gallon cost to customer. Lease charges for systems are figured in these rates.

A dealer should study the various lease plans, especially those offered by other dealers in his trade area. Select a plan that he can live with over a period of time, taking into consideration any investment he can afford to make in this plan. Have his attorney draw up a lease agreement that meets the local regulations.

In recent years there has been a trend on the part of insurance companies to grant capital loans to all phases of business and industry secured by fixed assets with maturities running 10, 15, and 20 years. The interest rates charged are as attractive as can be found anywhere, in all probability, but insurance company financing is usually not made available to the smaller business concern. Operators of large consolidated LPG systems have been known to work out very satisfactory financing through this medium but very few small dealers have been known to have any success, unless they have assets not used in the dealership which can be utilized for long-term purposes.

The future of the LPG industry is unlimited. Set your sights high; prepare for your future now. ■



Is the insurance picture getting better?



By **FELIX L. ELKINS**, Vice President • Pan American Insurance Companies

THE insurance picture for the liquefied petroleum gas dealer has improved considerably over the past few years. Coverage is easier to get, and costs have been reduced. The present indications point to further cost savings in the future.

To appreciate the extent of the improvements, it is necessary that we go back and review conditions as they were a decade ago and compare them with what they are today.

In a great many of the states, statutes required that the L. P. gas dealer carry at least standard limits of automobile liability and property damage insurance and also similar liability and property damage insurance on the general operations (referred to in the insurance trade as "premises-operations" coverage.) In quite a few of these states the law also required that products liability insurance be carried. However, the L. P. gas industry was quite new, and since some rather serious accidents were on record, which for some unknown reason the press gave undue notoriety, the large and long-established domestic insurance companies were quite hesitant to provide even the minimum coverages required by law.

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Felix L. Elkins has been active in the casualty insurance field for more than 37 years, mostly in home office or branch office assignments, in connection with underwriting and safety engineering. His present connection with Pan American Insurance Companies is as vice president, chief underwriter, and director of safety engineering. In this capacity he heads the company's safety program for L. P. gas dealers. He is an advisory member of the insurance committee of the LPGA.

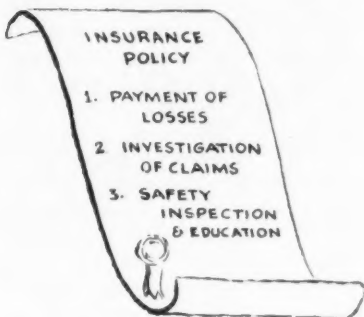
Caught as they were between the statutory coverages of providing coverage and being unable to obtain it in most cases from the better domestic companies, a large percentage of the L. P. gas dealers turned to insurance companies of the promotional type which were unsound and have since passed by the wayside. In addition to the market for coverage which expired when these companies went into bankruptcy, accompanied in many cases with the dealer himself being left with unpaid claims, there were lost for future rate-making purposes statistical data represented by many millions of dollars in insurance premium. The importance of this will



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A decade ago, L. P. gas dealers were caught between the statutes requiring insurance and the insurance companies which refused coverage.

be emphasized in a later paragraph dealing with the rate-making procedure.

In most states the minimum coverage required was only \$5/10,000 Bodily Injury and \$5000 Property Damage. These limits of liability coverage are generally referred to as "standard" limits. However, in the majority of cases such limits were not adequate to protect the dealer's investment, particularly when he was engaged in a business that involved elements of hazard on which juries were inclined to return high verdicts. At that time, in order to obtain protection above these "standard" limits it was necessary in most cases to go to Lloyds of London, who were willing to write these additional lim-



There is more to an insurance policy than payment of losses alone.

Insurance... The industry came to be considered as much more hazardous than it really is

greater the premium he had to pay for the necessary insurance.

All too often a liability insurance policy is thought of only in terms of the payment of losses for which the insured becomes legally obligated to pay. But there are other provisions in such policies that are of extreme importance, and particularly to a new and rapidly expanding industry such as liquefied petroleum gas distribution. Most important of these is the investigation and settlement of claims that are entirely groundless or fraudulent where no actual loss payment is ever made. With this should be included an expert and comprehensive safety inspection service together with a safety educational program which will assist the dealer in assimilating and training a rapidly expanding corps of employees who are entirely new to the industry. A decade ago, very little of this type of service was available to more than the fortunate few dealers in the L. P. gas industry.

This lack of an adequate number of properly trained employees was

bound to result in losses, and the result was not only a tightening of the available insurance market, but also adverse publicity. The result was that the industry came to be considered as much more hazardous than was really the case.

In comparing these conditions with the situation today, we find that from the standpoint of availability of insurance, little difficulty is experienced by the dealer wherever located in obtaining needed coverage, provided, of course, he is putting forth a sincere effort to conduct his operations in a safe and prudent manner. Similarly, as respects limits of liability, there is a ready market in the primary carrier for limits that are adequate in the majority of cases. In those cases where for one reason or another unusually high limits are required, they can be purchased on an excess basis at reasonable cost. In fact, we know of a number of instances where high limits are being purchased for rate increases that approximate the standard manual tables for other types of industry.

its at three times the rate charge for such additional limits under the highest rate table for ordinary classes of business.

To illustrate what this meant in dollars and cents every \$100 of bodily injury premium at the standard limits of \$5/10,000 the sur-charge for an additional \$20,000/40,000 to bring the over-all limits up to \$25/50,000 was \$222. In other words, for standard limits, the premium would be \$100, but for limits of \$25/50,000, the premium would be \$322. As to property damage, the standard limits on automobile being \$5000, in cases where a dealer wanted to increase these to \$25,000 there was a similar very high additional premium involved. And all too often dealers found that even at this high cost of excess coverage they had purchased excluded "explosion," for which they might conceivably need protection. As it worked out a decade ago, the more substantial a dealer was, the

PREMIUMS
ON-PREMISES OPERATIONS
(almost 25% less in 1955 than '54)



GAS DISTRIBUTION
(over 20% less in 1955 than '54)



DELIVERY TRUCKS
(25-35% less in 1955 than '54)



Numerous premium reductions have been made in the past 10 years and especially in the last two years. Several important reductions took place in 1955.

As to rates of premium, there have been numerous reductions nationwide in the past ten years, and especially in the last two years. One important reduction that was effected during 1955 was in connection with the property damage coverage on premises operations. Prior to that time, the standard limit was \$1000, and in most cases legal requirements carried a minimum of \$5000. To increase the coverage from \$1000 to \$5000 required increasing the premium some 25%. Early in 1955, the basic or standard limit for premises operations property damage was increased from \$1000 to \$5000 with only a very slight increase in the manual rate.

Similarly, there was a reduction in the premium for products liability coverage on "gas distribution" which, next to the cost of coverage on his automobile fleet, was perhaps the largest item of casualty premium for an L. P. gas dealer. This, likewise, was a nation-wide reduction of more than 20%.

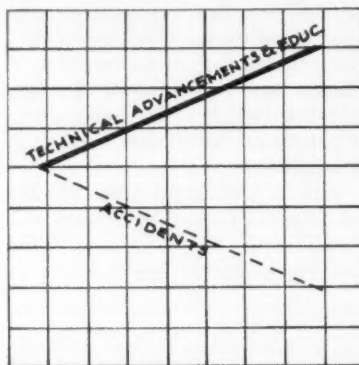
Still another reduction in practically every state in the union that took place during the latter part of 1954 or early 1955 was a re-classification of the business rating class for "L. P. gas delivery trucks," and this reduction amounted to from 25% to 35%.

So, it can be readily seen that there have been general rate reductions of a very substantial amount in liability insurance which is such an important factor to the L. P. gas dealer. What is perhaps more important to the substantial L. P. gas dealer who expects to remain in the business indefinitely is the fact that the stage has been set for accurate and sound rating of the industry in the future. The majority of the coverage today is being carried in domestic companies. Because of regulations in the various states they are required to compile and report exposure and loss data on a uniform basis which will afford rating authorities adequate materials for making rates that accurately measure the industry hazard.

Problem recognized

The scriptures tell us that confession of sin is a prerequisite to reformation. It is all to the credit of the liquefied petroleum gas industry that its people were quick to recognize

the possible hazards of their product, and that they were rapidly assimilating employees who were new to the industry. Instead of just sitting back and howling about the high cost of insurance, they set out to do something about it. In many states the local dealers' associations in co-operation with the higher educational institutions set up educational programs. Dealers individually and through their state associations in co-operation with the LPGA appealed to the equipment manufacturers for safer equipment and received a remarkably co-operative response from the manufacturers of equipment and appliances. These manufacturers are entitled to great praise for their readiness to receive, check, test and adopt suggestions for improvements that proper field testing proved to be of value, with the result that today the L. P. gas dealer is afforded equipment which, compared to that of a decade ago, is much more nearly fool-proof.



Accidents have decreased in direct proportion to the increase of technical advances and employee education.

The accident situation has improved in direct proportion to the technical advances in mechanics and the education of employees.

Important as it is to have the safest possible mechanical equipment to work with, it is of far greater importance to have safety-trained employees to use it. We have become accustomed to hearing the statement adopted by safety authorities that only 12 percent of accidents are caused by mechanical failure, and the other 88 percent by human failure. Consequently, the education and training of employees is of the utmost importance. Nothing has ever been built that is any safer than the man who uses it.

Here it is only fair to give merited credit to Mr. Carl Abell, the Editor of *Butane-Propane News* compiling and publishing the safety training program that ran through most of 1953 and 1954. These splendid articles have now been combined into a single book under the title of "Safety is Everybody's Business," which is certainly commended to not just a cursory reading, but close study by all individuals engaged in any phase of the L. P. gas industry.

Insurance companies helpful

Also, in all modesty, I believe that our own Pan American Insurance Companies have made a tremendous contribution to the industry in the territory in which we operate through the conducting of educational classes in the safe handling, transportation and use of L. P. gas. These classes were made available not only to our own customers, but also to everyone engaged in the industry within that area, including local highway department, fire department and other interested public officials. These educational classes have been well received by an industry eager to improve its efficiency and to eliminate unnecessary and costly accidents.

Because our companies have specialized in L. P. gas coverage to such a great extent and devoted so much time to studying and attempting to solve the insurance problems of the L. P. gas dealer, we have come to look upon ourselves as an integral part of the industry. Because of our financial stake in your operations, we feel that we are actually in the business with you. We in the industry cannot afford to rest on our laurels simply because some improvement has been made. The improvement trend must be continued, and to do so requires continued vigilant effort. The properties of our product remain the same, and the hazards that have been there in the past will be there in the future, so that it is our own knowledge and vigilant care that must be constantly increased and improved.

Setting insurance rates

There seems to be a very generally held idea that the making of insurance rates is a mystery, and a very

complicated one. This is actually far from the fact. Insurance rates are set by a mathematical process, taking into consideration costs and experience. There are varying rates for different industries, and they change as experience indicates the need. Rates go down if experience improves, but the experience must precede the change. Rates cannot be based on hopes, or on the insurance ratemakers' desire to be good fellows. To a very large degree an industry's rates are actually made by the industry.

Law of large numbers

Insurance companies are able to make rates that predict future insurance costs with amazing accuracy because of a fundamental law of mathematics known as the *law of large numbers*. Simply stated, this law is "the results of events, where there is a "choice," tend to repeat themselves if a sufficient number of events are taken into consideration." To illustrate: if a coin is flipped into the air it may fall heads, or it may fall tails—which is the "choice" in this instance. If the same coin is flipped ten times it might fall heads all ten, or tails all ten, or it might be eight heads and two tails, or any variation in between *all heads or all tails*.

However, if the flipping is continued to ten thousand times, the tendency is toward falling one-half heads and one-half tails, in accordance with a definite mathematical law. If it is flipped one hundred thousand times, there will be only a slight variation from exactly 50,000 heads and 50,000 tails.

Bear in mind, we have said if the "same coin is flipped . . ." In other words, the repetition of events must be under the *same* or extremely similar conditions for this law to operate.

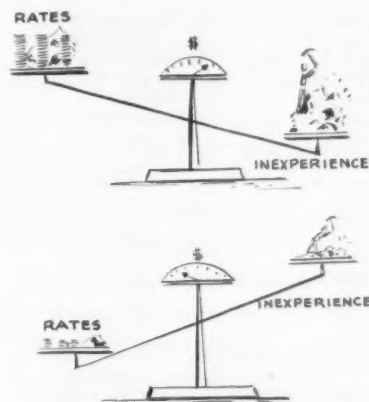
Applying this to automobile liability insurance, for example, this means that the number of accidents occurring to a given number of automobiles one year will be repeated the next year if the number of automobiles considered is sufficient and the operating conditions are sufficiently similar.

Insurance... Law of large numbers allows setting of rates which accurately predict future costs

A problem is often presented when the total number of vehicles of a particular type operating under sufficiently similar circumstances is not enough to allow the operation of our mathematical law of large numbers. This is solved by combining the experience of more than one year, which accounts for the fact that it sometimes takes so long to obtain adequate data for sound rate adjustments.

A common denominator

The exact mechanical procedure is to reduce each year's experience to a common denominator which is called a "car year." A car year refers



Insurance rates go down as inexperience decreases.

to the operation (or "exposure" as we call it) of one car for one year—since it is found that the results with one car for five years are the same as five cars for one year, if the operating conditions (or "conditions of exposure") are sufficiently similar.

Bearing in mind that the greatest possible similarity of exposure must be maintained, you readily see the necessity of classifying vehicles according to their size, type of construction, and business use and combining the exposures of only those vehicles where there is sufficient similarity in



Your rate is a mixture of the general rate and the experience of your own firm.

all three of the categories mentioned.

Having determined the amount of losses which have occurred under the particular classification of vehicle, such total losses are divided by the total number of "car years" of exposure and this gives the anticipated or estimated loss which will occur to each such vehicle in one year. And as has been previously stated, these estimates prove to be amazingly accurate where the total number of vehicles considered is sufficiently large.

Today, because most of the L. P. gas insurance coverage is being carried by soundly operated domestic companies, it is considered that the number of vehicles operating in the L. P. gas industry for which statistics are maintained and combined by the national rating organizations is sufficiently large to produce dependable results.

Quite often we are asked a perfectly natural question about this rating procedure. "Suppose," you say "I hire only mature, well-trained employees, and otherwise enforce effective safety measures, while my competitor does just the opposite. As a consequence, he has frequent and severe accidents, and I do not. Am I to continue to be penalized for his sloppy method of operating?" The answer is "Only to a limited extent." There is at least *some* protection for you from the unsafe and inefficient operator in the "Individual Risk Ex-

$$\frac{\text{LOSSES (for a certain car classification)}}{\text{CAR YEARS (for the same classification)}} = \frac{\text{LOSS PER CAR (of that class)}}{\text{FOR ONE YEAR}}$$

Insurance... Improvements made are not final but are a base from which to make future gains

perience Rating Plan." Under this plan only a portion of your premium is determined by the general or manual rate, the remainder is derived from your own individual risk experience, or the relationship of losses paid and incurred to premiums earned on your particular business.

Dependent on experience

Bearing in mind what we have said about "the law of large numbers" it necessarily follows that the larger your individual exposure (the more trucks you operate, the more gas you sell, etc.) the more your rate will be

enough to have three full years of experience available.

What of the future?

As has been pointed out, the improvements that have been made, although considerable, must not be deemed as final or as any excuse for relaxing in the least the concentrated and cooperative efforts which have brought them about. But rather they should be considered as a new base from which to attack the goal of still greater improvements in the future.

(1) Adequate and more comprehensive coverage is now available to the

and understanding attitude toward the industry, and an appreciation of its determination to improve its safety record.

(5) Such insincere dealers as there may have been who had no interest in the industry except to "make a quick buck" and get out, are fast disappearing from the picture. Those remaining are more or less dedicated to a sound program of genuine service.

In view of the above, there appears to be no reason why the insurance picture from the standpoint of both cost to the dealer and service to the public he serves should not show even greater improvement in the future, provided there is no let-down in vigilance both individually and collectively on the part of the dealers.

To that end there are a few points which all dealers are urged to keep constantly in mind, and these are:

(1) Select your insurance agent and your insurance company with the same care you would your doctor or your lawyer. Both are working for you and you should demand absolute integrity and sincerity in their devotion to the best interests of your business.

(2) Beware of the insurance carrier who wants you to get price quotations from others, and then arbitrarily and without cause offers to handle it for less. Insurance rates for the L. P. gas industry are now made on an economically sound basis, and arbitrary "price cuts" are bound to be at the expense of quality and service, just as they are in the gas and appliance business.

(3) Demand from and co-operate with your insurance carrier's effective safety engineering service and safety education of your employees. A part of the premium you pay is for this service, and you should insist upon it.

(4) Finally, do not lose any of the broad industry view which has contributed so much to the progress already made. Your insurance carriers buy losses and sell premiums. The losses and the expense of processing them are the raw material and factory overhead of your insurance company, and therefore the premium can only go down in proportion to the reduction in these costs which are almost exclusively in the hands of your industry and you individual dealers who compose it. ■

EXAMPLE OF THE "INDIVIDUAL RISK EXPERIENCE RATING PLAN"

Where the Total (Standard-Limits) B. I. & P. D. Premium Amounts to:	The Percentage of Your Rate That Will Be Determined from Your Own Experience Will Be:	The Percentage of Your Rate Which Will Be Determined from the General or Manual Rate Will Be:
\$ 582 or less.....	5%	95%
1,050 to \$ 1,173.....	10	90
1,696 to 1,834.....	15	85
2,423 to 2,578.....	20	80
3,246 to 3,422.....	25	75
9,802 to 10,202.....	50	50
29,216 to 30,816.....	75	25
275,000 and over.....	100	0

determined from your own experience. Some idea of how this works can be gained from the table shown here which gives percentages used in "experience rating" on individual fleets of vehicles in the one state (the tables for all states being practically the same).

The table is only a selection of illustrative risk percentages. The complete tabulation embraces more than a hundred intervals of change.

This illustrates the point that you yourself can and do control all the way from 5 percent of your rate to 100 percent of it, depending upon the size of your operation. Keep in mind also that three years of exposure are used, so if your average auto premium is \$1000.00 per year, you would fall in between the 20 percent and 25 percent bracket above. To be exact, you would control 23 percent of your experience rate; provided, of course, you have been in business long

responsible dealer, in the domestic insurance market, in practically all instances.

(2) Equipment is safer, more efficient and constantly improving in a highly competitive equipment manufacturers' market.

(3) Employees are, on the whole, better trained, and training facilities for sustained gains in safety are available, and are improving.

(4) The American press, and the public generally, have a much more fair



Adequate coverage, employee training, safer equipment, understanding by the public and press and sincere dealers all add up to a bright L. P. gas insurance picture.



Employee selection, training:

it can make or break a dealer

By JACK RECTOR

"HE has an uncanny ability to select the right men as his assistants." That was the verdict of a group of business men who had been discussing the phenomenal success of a certain executive in reviving an old but tottering industrial company into one that had become a leader in its field.

But, according to one of the executive's aides, the company's growth has been due not only to the ability of its head to select capable men, but also to his ability to train them.

The story is told here because the selection and training of employees is a keystone in the growth and development of any organization and has become especially important to L. P. gas dealers who want to take full advantage of the ever-growing possibilities offered by the rapidly expanding liquefied petroleum gas market.

No matter how much a dealer may know about the industry and no matter how much plant and equipment he may have, he cannot hope to achieve a full measure of success unless he has a staff of capable employees. No one man can do all of the selling, all of the installing, all of the servicing and all of the deliveries and other necessary work unless he is content to remain a one-man organization.

Regardless of his own knowledge and plant investment, he must have help. This help must be properly selected, properly trained and then properly and continually sold on

Selection and training of employees is as important to a successful L. P. gas dealer as is any other function of his operations since all other functions depend on the quality of employee organization he has built. Although it is considered a specialized science, here are some hints for selection and training that a dealer can use in adding to his staff or in choosing a replacement.

doing their work in a capable, efficient, safe and pleasing manner.

Just as a plan is drawn before a man builds a new plant or a new home, so a plan should be drawn before building or enlarging a dealer organization. Successful organizations do not just happen. They are first planned and then created according to that plan.

Selection of employees

Before an L. P. gas dealer purchases a piece of equipment for his business, whether it is a new tank, a new truck or a replacement for worn or obsolete office equipment, he exercises great care in choosing the new equipment. He has several salesmen call on him, studies the catalogues, gets the advice of his as-

sistants and might inquire of another dealer. Only after he has made a thorough study of the equipment available, does he select the particular type that will be best suited for his particular requirements and which is most likely to aid him in profitable growth.

Similar care should be taken in selection of the men who will operate the equipment. The payroll can be an L. P. gas dealer's biggest expense. It is important that this expense shall pay good dividends.

The blueprint for building an organization serves the same purpose as does the blueprint for erecting a building. It shows the builder, before he starts, just what he needs. Employee selection is successful when a man, like equipment, is added to an organization because he can fill a definite need.

Just as it takes various types of materials to build a new structure,

With a broad background in employee relations, Jack Rector, formerly editor of company publications for Missouri Pacific Railroad, comes up with this report of a recent study in the L. P. gas industry.

so it takes men of differing backgrounds and capabilities to build, expand or reinforce a dealer organization.

Let's look at a blueprint for a basic L. P. gas dealership and see what we need.

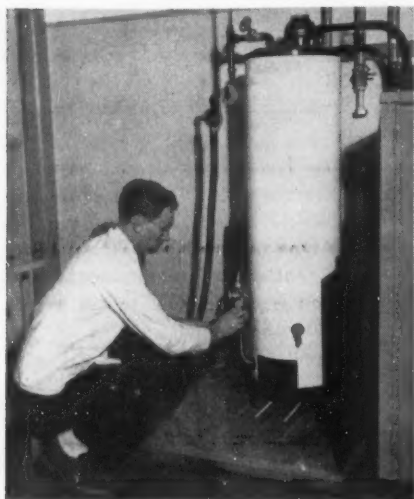
The plant man, in charge of stock and storage, must be able to keep inventory records and have a thorough working knowledge of how to safely handle liquefied petroleum. He must know how to use tools for plant maintenance. A man in this position should also be resourceful and be able to get along well with drivers, service men and

ful, tactful, courteous and helpful.

The service man must be an expert on the safe use of L. P. gas. He should know how to quickly, neatly, safely and efficiently install, test and adjust tanks and appliances, and possess expert knowledge of all details of value or interest to the consumer. He should be quick to give helpful advice and tips and, like the delivery man, should be 100% sales minded. A pleasing personality is essential. Built-in self-starting characteristics are the most valuable qualities these men can have because, if they are wholly effective, they must serve as "bird dogs" for the sales department,

dealer when customers or prospects call in person or by telephone. The office head should be friendly and considerate, with a genuine liking for people. Ability to remember names and faces and to keep track of important matters which might slip the busy dealer's mind is also essential.

The above qualifications are merely fundamental. The ability to turn out a reasonable amount of satisfactory work does not in itself make an employee a proper selection in a dealership which is looking to the future. A dealer building not only for today but for the long pull wants



A blueprint of the type of person you want to represent your firm as its serviceman, drawn up in advance and adhered to in hiring a man, will result in a better employee structure.



An experienced bookkeeper with a faculty for detail is not the only requirements for an office worker. She (or he) must also be able to represent the dealer to customers who call in person or on the telephone and she should have a genuine liking for people.

others with whom his duties will bring him in contact.

The delivery man needs to be a most versatile individual. He must be a skillful truck driver, with an in-born sense of safety and courtesy on the road, and have a good knowledge of vehicle maintenance. He should know his product and be able to give a convincing and effective sales talk. He should have a thorough understanding of all safety principles in handling and utilizing LPG and be able to perform minor services on appliances. In addition to all this, he must like people. To most of the customers he serves, he is "the company," so he should regard himself as the employer's personal ambassador. In all dealings with customers and the public he should be cheer-

reporting firms or individuals who should be using what the dealer has for sale.

The salesman must have the ability to create a desire for his product and the knack of closing a deal, plus a thorough knowledge of the advantages of L. P. gas. While a majority of dealers depend on their own efforts and those of the drivers to develop customers, many are finding that a full-time salesman is needed to give the organization full advantage of the rapidly-growing sales opportunities that await the efforts of a good salesman.

The office man (or woman) should be an experienced bookkeeper—neat, accurate and systematic—with a faculty for detail and the ability to properly represent the

men with additional qualifications. He wants ambitious, clear thinking men of character, determination and initiative who will be able to accept greater amounts of responsibility with lesser amounts of supervision as time goes on. He wants potential leaders who will take a genuine interest in his business and pride in being a part of his organization.

No dealer expects anyone to come seeking employment with all desirable qualifications in full bloom. His job, and his responsibility to himself and to others in his organization, is to select only those who most nearly meet perfect standards and who show the most potential for development.

Once the dealer has in mind the qualifications—tangible and intangi-

ble—for a particular position, it is his job to match up each applicant for the position with his mental image. The characteristics and skills for which he is looking might be put down on paper, making an actual blueprint of specifications.

The process of matching a candidate to the blueprint is done in most organizations in two steps: the application form and the interview. Some larger firms have added physical and psychological tests to this process, but these are of little value if not administered by a competent personnel expert, not usually on the staff of an L. P. gas dealer.

Application blank

It is almost standard practice among large organizations to have every applicant for a position fill out a written application form before he is given an interview. This application form provides a rather complete history of the individual. Some of the companies who are pioneering in psychological selection go into much more detail on the application blank than was formerly considered necessary. They feel, for example, that what a man does on his own time, when he has complete freedom of choice, is as important in telling what type of man he is as any employment record, and this may be an indication of capabilities that have never been brought out by any of the man's previous employment. Or it may be the means of avoiding the high cost of hiring the wrong man for the job.

The written application accomplishes or facilitates a number of desirable ends. It tells what a man has done and where, so his background experience may be verified and evaluated. An application also brings out a job prospect's personal history, an indication of the type of person he is and what his home problems might be. It lists his education and any special training he may have. The carefully planned application form will also tell whether a man can follow simple instructions, indicate his degree of self-confidence, reveal whether he is able to express himself clearly and present evidence as to whether or not he can write legibly—a matter of considerable importance in avoiding incorrect billing and customer ill-will if the man is to be doing sales work.

APPLICATION FOR EMPLOYMENT
 Form No. 1
 Copyright © 1954, L. P. Gas Dealer's Association

DATE _____

PERSONAL DATA

Full Name (Print or Type) _____ Address _____

Telephone Number _____ Social Security No. _____ Sex _____ Date of Birth _____

Age _____ Height _____ Weight _____ Color of Eyes _____ Color of Hair _____

Are You a Citizen of the United States? _____ If Not, Do You Intend to Become a Citizen? _____

Married, At Home, Single, Widowed _____ Date of Marriage or Date of Death _____

How Many Dependents? _____ Name of Dependents (Write Your Own Name) _____

Do You Have a Present Address? _____ Do You Own Your Home? Rent, Own, Lease, etc. _____

Describe Any Physical Defects or Disabilities, Mental, Etc. _____ Describe Any Present Employment _____

Place of Emergency Supply _____ Telephone Number _____ Relationship to You _____

Describe Your Present Participation in Any Military Organization _____ Selective Service Classification _____

What Are Your Hobbies or Favorite Recreations? _____

EDUCATION

SCHOOL	NAME OF SCHOOL	WHERE IS IT LOCATED	ST-2223	1947	1948	1949	MAJOR COURSE	GRADE
GRADE OR COURSE								
HIGH OR PREPARATORY								
COLLEGE OR UNIVERSITY								
BUSINESS OR TRADE								

What Other Special Qualifications Do You Have? _____

What Job or Position Do You Want with This Company? _____

What Salary or Wage Do You Want? _____ When Could You Start? _____ If You Are Now Employed, Why Do You Want to Change? _____

EMPLOYMENT EXPERIENCE

JOB	PRESENT OR LAST JOB HELD		SECOND TO LAST JOB		THIRD TO LAST JOB	
	FROM	TO	FROM	TO	FROM	TO
COMPANY						
ADDRESS						
TYPE OF BUSINESS						
JOB OR POSITION HELD						
SALARY OR WAGE						
WHY DID YOU LEAVE?						

Do you give references to former employers or references? _____ If Not, Name of Person Not to Contact Former Employer _____

REFERENCES

NAME	ADDRESS	TELEPHONE NUMBER

Write Your Name Here in Your Own Signature (Do Not Copy)

Do not write after this line _____ DATE _____ Interview and reference records on other side of this form.

Use of an application for employment is becoming widespread. The application can give a prospective employer a maximum of fundamental information in a minimum of time and it is always available for review.

An application blank also provides complete personnel data which will be necessary if the applicant is hired.

The application blank is, of course, only a guide. It can be used to compare the applicant with a predetermined blueprint and in comparing one man against another. It should be as short as possible while including all of the information a dealer might want. The blank might be drawn up by the dealer himself and mimeographed, multigraphed or printed, or a standard form available for a nominal fee from business forms dealers or a stationary store might be used if found suitable. A sample application is reproduced on these pages.

Second step in the selection process is the interview. If an application form is not used, the man comes in cold and all of the standard questions must be asked and recorded by the dealer. With an application form, the interviewer can review the form

just before seeing the applicant and then ask additional questions and observe the applicant as he answers.

Convinced that hiring done in a casual manner and based on snap judgments and hastily formed opinions results in a waste of time and money, many dealers have adopted in part the check list plan of interviewing, which is a standard employment practice with large companies.

These dealers keep in their desks typed or mimeographed sheets on which are listed their particular blueprint for an ideal employee. They find that by making notations on such a sheet during an interview, they are able, upon reviewing it in its entirety, to more accurately determine the applicant's abilities than would otherwise have been possible.

Opposite the listed points that make up an acceptable employee are four columns. The first is marked excellent, the second is good, the third fair, and the fourth unsatisfactory.



A careful review of a prospective employee's application form just before he is admitted for an interview saves time during the interview itself and paves the way for determining other than routine factors such as character and personality traits.

safety-minded. A talk with his former employer, however, revealed that the man had a hair-trigger temper resulting in a record of many rows with his former employer's customers.

A man who is hard to get along with is definitely out of step with a smoothly running organization.

Training of employees

Careful selection of employees is only part of the job of building an employee structure which will support and power a profitable, growing dealership.

Children with high IQs would never receive diplomas save for the efforts of competent teachers. Similarly, the dealer who employs able, conscientious, intelligent and hard-working men and then expects them to develop by themselves into a closely knit, harmonious, hard-hitting and smoothly efficient organiza-

tory. As the interview progresses, a mark is made in each column. If the interviewer is unable to make a definite decision, he leaves the column blank to show that the subject requires further investigation. A sample check list is shown.

"My interview sheet gives me something definite and tangible upon which to base my final decision," reported one dealer who has given a lot of time and thought to selecting and training employees and who was one of the first to attempt to systematize employment methods. "But the opinion you form from what the applicant says and implies does not always give you a true and correct picture of his abilities. Some applicants talk up their good points in ways which are not always borne out by what you learn from their former employers or fellow workers. Contacting others often brings to light some facts that are not in harmony with what the applicant had reported."

Checking with former employers of applicants or with men with whom they have worked is beneficial. This can be done by mail or telephone.

A recent experience related by the above-mentioned dealer helps to illustrate this point. A driver being interviewed had qualified as a good driver and mechanic who was also

INTERVIEW CHECK LIST

Name ALBERT V. DUNCAN Date MAY 1, 1956

Position DRIVER

	Excellent	Good	Fair	Unsatisfactory
1. General appearance	✓	—	—	—
2. Attitude	—	✓	—	—
3. Self-expression	—	✓	—	—
4. Comprehension	—	✓	—	—
5. Alertness	✓	—	—	—
6. Friendliness	✓	—	—	—
7. Self-confidence	—	✓	—	—
8. Enthusiasm	—	✓	—	—
9. Voice	—	—	✓	—
10. Manner	—	✓	—	—
11. Physical appearance	✓	—	—	—
12. Cooperativeness	✓	—	—	—
13. Emotionalism	—	✓	—	—
14. Working background	—	✓	—	—
15. Educational background	—	—	✓	—
16. Training	—	—	✓	—

Remarks WAS CAPTAIN OF HIGH SCHOOL
BASKETBALL TEAM - SHOULD WORK
WELL WITH OTHERS.

The check list plan for interviewing job applicants is used by all large concerns. It is marked during the interview so that a thorough analysis of the applicant can be made and then compared with the job blueprint and with other prospects.

tion will soon discover that he has taken too much for granted. The development of such a staff depends on how well he trains, leads and inspires them.

While proper training is essential for every job, it seems especially necessary in an L. P. gas organization. The delivery man in an L. P. gas dealership is a prime example. Unlike other truck drivers or deliverymen whose principal worry is to get their loads through traffic and who otherwise are expected to complete deliveries in as short a time as possible, the L. P. gas truck driver must have a knowledge of the product he is delivering and its many uses and must be thoroughly familiar with handling it. Safety is important

able he will be to the organization. Naturally, the cost of training the man must be weighed against his final value.

A well thought out and well outlined "on-the-job" training program will pay for itself in the quality and quantity of work resulting.

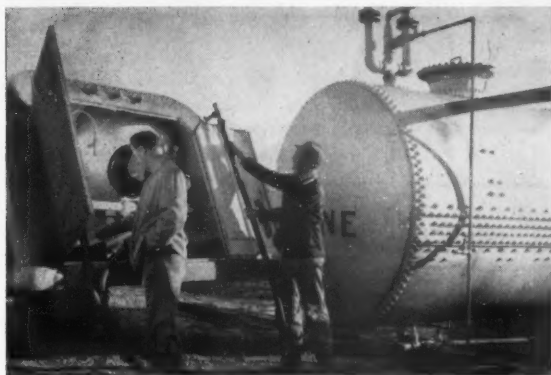
"I'm strong for giving a new man an extensive and thorough explanation and demonstration course," declared one dealer in discussing training programs. "I try to make him welcome and to feel at home. I impress upon him that there is much to learn and sell him on the idea that his first job is to listen to what the employee I turn him over to tells him and to observe what he shows him. Fortunately, I have a combina-

who knows how to train workers seems to know how to keep them.

"Training costs money," this dealer continued. "It's costly to send a new driver out with an old one when only one is needed to do the actual work. It is costly to have a new serviceman tag around with an experienced one. But whatever the cost, I figure it is a good investment, because a poorly trained worker will not give satisfactory service."

The majority of the more successful dealers interviewed on employee training agree that a newcomer in the L. P. gas business should undergo at least two weeks of intensive "telling and showing" before it is practical to permit him to go it alone.

How much and how well the new



On-the-job-training includes letting a new man accompany an experienced employee for a given period so that the newcomer can become entirely familiar with an operation.



A program of continued training for all employees—old and new—is necessary to keep an organization abreast of all latest developments in the growing L. P. gas field.

not only on the road but in loading, unloading and installing cylinders or in loading his bulk truck and in loading customer tanks. He must also have the qualities of a salesman in dealing with industrial, agricultural, commercial and residential customers and should be able to perform some service operations.

It is obvious that all of these "musts" require training and it is also obvious that the man hired for each job must not only have the fundamental skills required, but also the ability and willingness to learn.

Merely explaining the more important points of a job to a new man and then leaving him to swim for himself is hardly the answer to employee training. The more time that is taken in training a new man, the more valu-

tion driver and service man who has proven especially adept in coaching a new employee. He never runs out of patience, is always calm and has a thorough grasp of the fundamentals of L. P. gas and its uses, plus the ability to explain technical matters in a non-technical way.

"I learned long ago that 'on-the-job-training' is the only practical way to give a new employee the necessary know-how and that there is no percentage in believing a green man will pick up all the tricks of the trade by himself, regardless of how alert and keen he may be. The more my business expands, the more I realize my number one problem is the development of men. Unlike other industries, experienced L. P. gas men are hard to come by, because the dealer

man learns depends not only on his own abilities but on the teaching talents of the instructor. If a good man who really knows his work, has the ability to explain himself and has a good amount of patience is not available, the dealer himself might have to take part in the training.

Dealers who have worked with employee training look hopefully upon the training course being developed by the LPGA, not as a means of shortening the preliminary instruction period, but they do hope it will materially aid in conducting the long-term training program needed for further development of their men.

Some, sold on the value of the visual-oral form of training, are hoping the LPGA or perhaps a group of



Service schools, frequently conducted by L. P. gas associations in various states, are attracting an ever-increasing number of dealer personnel. Dealers are learning that their employees, like men in other professions, must have a continuing education.

appliance manufacturers will develop more sound photographic slide series that dealers can obtain and use in their continuing training of all employees.

Continued training

Efficient dealers know that the training period for employees—or for themselves, for that matter—is never completed. The entire dealership must keep up with the unending parade of new equipment and devices and with the continual discovery of new methods and techniques. In this regard, the service schools frequently conducted by L. P. gas associations in the various states have rendered an invaluable service. The value of these courses is constantly becoming more widely recognized and an increasing number of dealers are sending a greater number of employees to each session in their territory.

Dealers are learning that, like leaders in other professions, they must constantly keep up with industry developments by reading, studying and attending as many service schools as possible. "This is one business where, as Alice in Wonderland said, you have to run as fast as you can to stay even, and even faster if you

want to get ahead," one leader in the L. P. gas field commented.

Once an employee has been selected and trained, he cannot be brushed off with periodic added instruction. Experiences related by several dealers point out that no dealer can hope to stay even, let alone get ahead, unless he keeps in close personal touch with his employees. They all agree that a dealer who is an "Ivory Tower Boss," keeping his workers at arm's length and limiting his contacts with them, is in the wrong business.

Unless employees constantly come into contact with inspired leadership, their original enthusiasm, excellent work habits and high character traits might dwindle away. It is the dealer's job to know what each employee is doing and how well he is doing it.

This is more difficult in a very large company, but even in giant organizations many firms have worked out a system of efficiency reports which filter up to top management through the various supervisors. In most L. P. gas dealerships, however, there is no reason for the impersonal relationship which is often found between employee and the large corporation head.

The leader of a huge symphony orchestra works to get the maximum

in harmony out of the entire group of individual musicians. He can do this because of his ability to lead and to tell instantly when even one violin is out of tune with the rest of the group.

Employee box score

Like an orchestra, a smooth running organization is not something that can be achieved on a hit or miss basis. It calls for thoughtful planning and a systematic follow through. Many dealers have inaugurated what might be called an employee's box score, the notations they make on it serving as a guide for constructive counseling and friendly discussions.

The box score or tally sheet, as some dealers call it, is similar to the interview check list used when the man was originally interviewed for his first job with the firm. It lists all of the qualities, but instead of having only one group of excellent, good, fair and unsatisfactory, it has a group for each month of the year. Each month, the dealer goes down the list and rates each employee. This sheet is kept in the employee's personnel folder together with his original application and a record of additional training he has had, positions in the dealership he has held and salaries received.

If a man shows a decline in any classification, it is time for the dealer to take positive, corrective steps which will alter the situation.

The list acts not only as a guide for keeping the organization riding ahead on a smooth level, it also indicates which men are best suited to take on more responsible positions.

Each employee is an investment—and like any other type of investment—the money tied up should be protected.

A dealership is in the hands of its employees. If it is to succeed and expand, it requires top men, selected and trained to do a job and kept in the best operating condition. Selection and training of employees therefore becomes one of the most important functions of the dealer—one that he cannot afford to overlook or handle in anything but a well planned and executed manner. The method in which the employee blueprint for an L. P. gas business is laid out and followed is quickly reflected on that dealership's profit and loss statement. ■



Manager Joe Mitchell of Cloverdale Gas Co. (affiliated with Windsor Fuel Co. Inc.) writes up order to relocate tank for Mrs. Gaede.

The weakest link in the L. P. gas dealer's safety program is at the customer's premises. Figure it on the basis of "exposures." A dealer with one bulk plant and four delivery vehicles may have 1000 or more customers. The bulk plant is under the management's control all the time. The delivery vehicles are under the management's range of view periodically throughout the day. Management may not see the customer's storage installation or appliances when they are installed, and months may elapse between executive's visits to customers. 99% of the potentialities for accidents are located where they are the most difficult for the management to personally oversee. Our industry is badly in need of a more effective means of preventing accidents at customers' premises. N. E. Waltonspiel, president of Windsor Fuel Co., Windsor, Calif., has come up with a plan which should, if put into effect on a widespread scale, help materially to improve the safety conditions at "point of difficult control." We are pleased to present this plan for your thought and consideration.



MAY, 1956

"Certified installation" promotes safety, good will

By N. E. WALTENSPIEL, President
Windsor Fuel Co. Inc., Windsor, Calif.

THE increased use of liquefied petroleum gas and the prosperity of our industry depend directly upon public confidence in our dealers and our product, which in turn depend on their acceptance of L. P. gas as safe, clean, dependable and economical. People are an essential part of this industry picture. The product is no safer than the industry employees who make the installations and deliver the fuel. Failures of mechanical equipment for utilizing our product are rare. Most accidents can be traced to the human element.

We are all equipped with a basic instinct of self preservation, but this works primarily in relation to ourselves. Thus the public is not too much concerned about an accident

"in the course of business," such as one involving a distributor's truck. They do not put themselves in that picture. But let an accident occur in someone's home, and the repercussions spread throughout the community. And regardless of whether it may be due to faulty piping, improperly connected appliance, poor venting, or an owner's mistake in the use of an appliance, it is always blamed on "gas." The newspapers are particularly prone to report the accident as caused by gas, without inquiring into the circumstances that triggered the mishap.

Our industry needs a more effective means of preventing these home accidents. We have access to the fundamentals governing the safe han-

dling and utilization of our product. The problem is to utilize this knowledge more continuously and effectively. The two groups most intimately concerned are (1) the service and installation employees who put in the fuel systems and connect up the appliances, and (2) the customers who "make their own mistakes" after the gas installations are complete.

The petroleum industry, including the producers of LPG, is well organized from the safety standpoint. Their safety practices are carefully supervised, and are extended to include all phases of production and transportation within their jurisdiction. After the product comes under the dealer's control its safe storage, handling and delivery are his responsibility. He is also responsible for the safe installation of any appliances or other utilization equipment that may be set up on the customer's premises by the staff, and for the proper instruction of the customer in the use of what has been installed. We know the rules for safety in all these respects, and that when they are followed the product is safe. The problem is to devise ways and means to see that these rules are observed all the way through to utilization.

In approaching this problem in connection with our company's operations in our five plants we have considered that the service and installation mechanics are the key group. We think it is the management's responsibility to see that all men working on these assignments are thoroughly trained in all of the mechanical and safety aspects of the work that they are assigned to do—that no mechanic should be entrusted with a job for which he is not yet competent—and that there should be supervision and incentives provided to keep these all-important individuals constantly alert to their responsibilities. It also seemed advisable to tie this program in with a system of upgrading employees.

For this purpose we set up working standards for various job classifications, so our men could qualify for better positions and better pay on the basis of demonstrated improvements in knowledge and ability. Our present classifications are service man installation man, delivery driver, transport driver, plant employee and plant manager. With the exception of plant manager and transport

driver all of these groups were set up on a rating of A, B, C and D. A new and inexperienced employee is arbitrarily assigned a D rating. He can advance to a C rating after a suitable period of work under supervision of a qualified senior employee and demonstration of adequate safety and job knowledge by filling out a questionnaire and answering a "yes or no" quiz on what he normally does on his particular assignment.

The C classification is good for a maximum period of six months, by the expiration of which time the employee must pass an examination including a written test for a B rating. The A classification is made available only to employees with five years experience under a B rating. To receive the higher rating he must satisfactorily pass a general examination covering the elements of knowledge and skill extending beyond the scope of his immediate department. It is from this group that we hope to

develop men for executive assignments in the future.

All of this upgrading of employees requires a good deal of training effort on the part of the management personnel, and study by the employees. It is geared, of course, to the payroll program, and also takes into consideration each employee's performance record on his job. The men are expected to make their higher ratings on schedule. Every effort is made by the management to help them keep up their advancement programs, and the senior men are encouraged to help the younger staff members to move ahead.

Very special efforts in this line are made in connection with the service and installation men, whom we consider the most important key men in the second phase of our overall safety program, which is the complete and proper instruction of customers in the matters that lead to the best use of their appliances and other util-

SHEET NO. <u>I</u>		ACCOUNT NO. <u>C-2</u>	
L-P GAS SAFETY ENGINEERING CO.			
Post Office Box 38		WINDSOR, CALIFORNIA	
		Phone VERNON 8-6675	
MESSAGE TO CONSUMER: For your safety and convenience this form was engineered to be filled out by a competent employee, # <u>44</u> , certified by L-P Gas Safety Engineering Co. Upon completion, check your copy in detail, and should you find it incorrect, please notify your dealer. Standard labor charge for this service is \$5.00.			
Name <u>C.E. Haede</u>		Date of Last Order	Date <u>2/17/56</u> Time <u> </u>
Address <u>29275 Redwood Hwy. So.</u>		Route No.	Taken by <u>M.C.</u> Verbal <input checked="" type="checkbox"/>
City <u>Claverdale, Calif.</u>		Card No.	Phone <u> </u> Letter <input checked="" type="checkbox"/>
Order Requested by		Phone Number <u>TW 4-5774</u>	Date promised <u>before 2/20</u> Company <input checked="" type="checkbox"/>
		Signature <u>C.E. Haede</u>	
INSTRUCTIONS FOR WORK			COLLECT \$ <u> </u>
<u>RELOCATE TANK</u>			
<div style="display: flex; align-items: center; justify-content: center;"> <div style="border: 1px solid black; padding: 10px; margin-right: 20px;"> <p style="text-align: center;">HOUSE</p> <p style="text-align: center;">Locate tank 10 feet from house or equipment buildings.</p> <p style="text-align: center;">Locate tank 15 feet from gas or electric appliances, or motors.</p> </div> <div style="border: 1px solid black; padding: 10px; margin-left: 20px;"> <p style="text-align: center;">Open car port</p> </div> </div>			
This is the order, giving the customer data including account number and indicating the location to which the tank is to be moved.			

ization equipment, and knowledge of the fundamentals of safety in the use of L. P. gas.

To facilitate this customer relations work, and to enable us to do a more efficient service job on any equipment or appliances for which we supply gas, we prepared an installation check chart system which is used in connection with the installation of any new appliance for a present customer, or the initial set-up for a new customer, not previously using gas, or for the initial inspection of appliances and equipment for any customer who comes to us from any other supplier. This serves two important purposes. First, it gives the customer written assurance that his installation is legal in every respect, that it has been tested for leaks and is therefore safe, and that his appliances have been properly installed, adjusted and tested. Secondly, it gives us a complete record in our office of everything we will need to know to handle a service job, so when the service man is dispatched he can take all required parts and components with him the first time.

This check chart includes an itemization of makes, models, and serial number of all tanks, appliances and equipment, and materials used in making the installation. It is our permanent record, with provision made for cross-reference filing so the information is instantly available when the customer calls months or years later to report that his water heater or furnace is not operating properly.

This check chart report is made out in triplicate, and is signed by both the company employee making the installation or the final inspection, and the customer. Under the rules these signatures are added and a copy given to the customer *after* the details of the installation are thoroughly explained to the customer, and after the customer has been thoroughly instructed in the use of the appliances or equipment and shown how to turn off the gas at the tank in case anything ever happens that causes gas to leak from any of the lines or at any of the appliances.

The customer's signature shows that he has accepted the installation as sound and satisfactory and that he knows how to use it. It also acknowledges the identity of the appliances and equipment covered by the report. This may be valuable later



Darrel Mitchell, service man for his father, Joe, takes manometer reading during system check-up after relocating tank.



Darrel Mitchell completes L. P. gas safety engineering form after completion of the job, and begins explanation to Mrs. Gaede.



Mrs. Gaede signs form to acknowledge that the job has been completed satisfactorily and that she understands the safe use of the appliances.

in case anything should happen and investigation should show that appliances may have been replaced or others added without our knowledge—which can happen to any dealer.

The service or installation man's signature shows that the storage is located away from hazards, that the lines have been tested under pressure, and found to be free from leaks, and that the appliances have been properly installed, connected, tested and adjusted. Only an employee who has gone through the necessary training and advanced to a rating that we feel entitles him to complete an installation and/or final inspection of the job is authorized to sign this sheet.

Since we feel that the proper completion of this record form and instruction of the customer are of paramount importance in the safe utilization of L. P. gas, an analysis of the form will be in order. The form, printed in sets of three is initially prepared either in the field or at the office, wherever contact with the customer may be made. It serves as a job order, complete record of the customer's identity and initial credit rating, and record of the completed job. The face side has spaces for noting the customer's name, address, phone number, special instructions, directions, and an area in which an outline of the house may be sketched, with sufficient room around it to show driveways, garage or outbuildings, wells, pumps or other units with non-explosion-proof motors, cesspools and other hazards that may be known, as well as the proposed location of the tank. Blank spaces are left for noting the customer's account number and the installing employee's signature, rating and number.

Assuming that the job order is initiated in the field, it is transmitted to the office for handling. The blank showing credit approval can then be filled out, the amount to be collected inserted, the customer account number assigned and noted, after which it is passed along to the appropriate plant manager or service man for completion of the installation. A brass tag bearing the customer account number, the purpose of which will be explained later, is clipped to the three copies, and is later attached to the customer's tank.

The reverse side of the form, to be filled out by the man doing the job,

is designed to provide maximum information with minimum writing. As far as possible this is done by entering check marks in boxes following listings of the predominant service and installation practices, such as connecting the gas, testing the line, venting appliances, relocating tanks or appliances, working on pilots, thermostats, safety controls etc. on such items as stoves, water heaters, space heaters and others.

Spaces are also provided to cover our employee's work on accounts already using gas, which show condition of equipment found prior to starting work, such as regulator set too high, gas leaks found, or any other abnormal condition discovered in a thorough inspection of the system. Along with these are blanks to show what corrective steps were taken.



Joe Mitchell attaches brass tag to regulator, indicating that this is a "certified installation."

Spaces are also provided to show a complete record of materials used on the job, as well as for a complete record of make, model or size, and serial numbers of tanks, regulator, and all appliances or other consuming equipment. Following these are check-off boxes where the manometer readings at the regulator outlet are entered showing conditions under no load, low and high volume operation, and certifying that he has tested the system for leaks and for proper operation of all equipment connected to the system.

Another vital part of the form is where the employee notes the location of the gas storage tank with relation to the nearest electric or gas appliance, electric outlet or switch,

house, garage or driveway. For our office use in establishing costs and making any necessary installation charges there are also spaces provided to enter the employee's arrival and completion time, with car mileage if special charges are to be made for this expense.

The primary concept of this entire program is to prevent accidents, but we also consider that it has value in providing effective defense, against a charge of negligence, in case inspection of the premises after an accident should show that the equipment which we installed has been replaced or that new appliances have been added without our knowledge. But even if this were not the case, we believe that the value of the complete record for facilitating future service operations would justify the time and

attention required to make the complete record.

To give this record system added effectiveness from the merchandising standpoint, and to create a little added glory in the mind of the customer, we developed the idea of a "certified installation" system. The brass tag previously mentioned is the identification of this certified installation. The number that it bears is our account number, which goes on all records of jobs completed on the installation, and on the customer's ledger card. We have found this to be a most effective merchandising gimmick, and we use the certified installation idea consistently in our advertising, promotion, and sales work. Customer reaction has been favor-

able in all cases, and it is interesting to note the number of cases where existing accounts, upon hearing of the scope of the safety precautions involved in the plan, have requested that their systems be given a complete check on a fee basis.

The key to the success of any such program is the integrity with which it is conducted. This integrity must extend clear through the system, including the selection and training of the employees, the supervision and control of their work, and the keeping of the records. We put our most sincere efforts into this program, and we found that it was paying handsome dividends in improved employee attitude, safety of operation, and customer good will. Of course we wanted to improve its operation further. In addition, we wanted to extend its benefits to other dealers, and for a very selfish reason.

When an accident occurs anywhere involving L. P. gas, it seems doomed to receive special treatment in the press. Any LPG accident anywhere is bad news for LPG dealers everywhere. So we conceived the idea of setting up a neutral, non-profit organization for the exclusive purpose of making the system that had worked so well for us available under the most advantageous possible supervision to bring these advantages to everyone in the industry who might care to put them to work in their own companies.

For this purpose we organized and incorporated the L. P. Gas Safety Engineering Co. This company is now functioning in connection with the five operations in our corporate group which serve five communities in the area north of San Francisco Bay. It specifies and exercises overall supervision of the employee training program, maintains records of customer installation by means of the triplicate copies of our job sheets, makes periodic checks to ascertain that the "certified installation" program is carried out in total, and conducts an independent investigation on anything that goes wrong.

Like any other new idea, the operation of the L. P. Gas Safety Engineering Co. is not perfect. We are learning as we go along, and making improvements. But we are convinced that it is set up on a sound basis, and that it will develop into a valuable adjunct to the industry. We are

APPLIANCE CHECK	Range	Water Heater	Other	Conditions of - and Instrument Readings	General Conditions of Equipment Found
Re-locate				Tank good	Pressure High <input checked="" type="checkbox"/> No <input checked="" type="checkbox"/> Yes <input checked="" type="checkbox"/>
Connect Gas					Pressure Low <input checked="" type="checkbox"/> No <input checked="" type="checkbox"/> Yes <input checked="" type="checkbox"/>
Vent Appliance					Gas Leaks <input checked="" type="checkbox"/> No <input checked="" type="checkbox"/> Yes <input checked="" type="checkbox"/>
Main Burners	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		REMARKS
Griddle					
Oven					
Thermostat					
Pilot	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
Thermocouple					
Pilot Safety Valve					
Thermostat Valve					
Other					
Other					
Tank Location	Appliance Gas or Electric	Electric Outlet or Switch	House	Garage	Driveway
Feet from Nearest	25 ft.	15 ft.	15 ft.	5 ft.	10 ft.
UTILITY					
Meter #	Size	Reading	Tank #	Size	Reg. Type
Reg. Outlet Pressure - No Load					
Low Vol. Hi. Vol. Leaks <input checked="" type="checkbox"/> Yes <input checked="" type="checkbox"/> No <input checked="" type="checkbox"/>					
MATERIAL LIST		NON-UTILITY		EQUIPMENT LIST	
Quantity	Material List	Cost Each	Total	Type	Model or Serial No.
26'	3/4 PIPE	20	5.20	Tank	Payco 150gal F-92055
2	3/4 ELBOWS	24	.48	Reg.	Fisher 922
				Range	321-LS
				Water Heater	30gal OCB-205138
				Space Heating	305-205138
				Ref.	Coleman Floor
				Other	Serial 800 ft 725239
				Arrived on Job	10 A.M.
				Completed Job	11 A.M.
				Total Time (on Job)	60 Min.
				Mileage (Special Trip)	
				Other	
EQUIPMENT CHECK					
Regulator Outlet Pressure Setting at					
No Load 14" Low Vol 11 1/2" Hi. Vol 11" W.C.					
Checked Equip. Operation <input checked="" type="checkbox"/> Yes <input checked="" type="checkbox"/> No <input checked="" type="checkbox"/>					
Checked for Leaks <input checked="" type="checkbox"/> Yes <input checked="" type="checkbox"/> No <input checked="" type="checkbox"/>					
SALE TAX		17		Employee Signature	
TOTAL		5.85		D.W. Mitchell	
DATE 2/21/56		CUSTOMER SIGNATURE			
		C. S. Laack			

This is the complete record of the tank relocation job, giving full data on the appliances and equipment covered by the job inspection.

ready to extend its benefits to other companies, on a basis of mutual participation and mutual control.

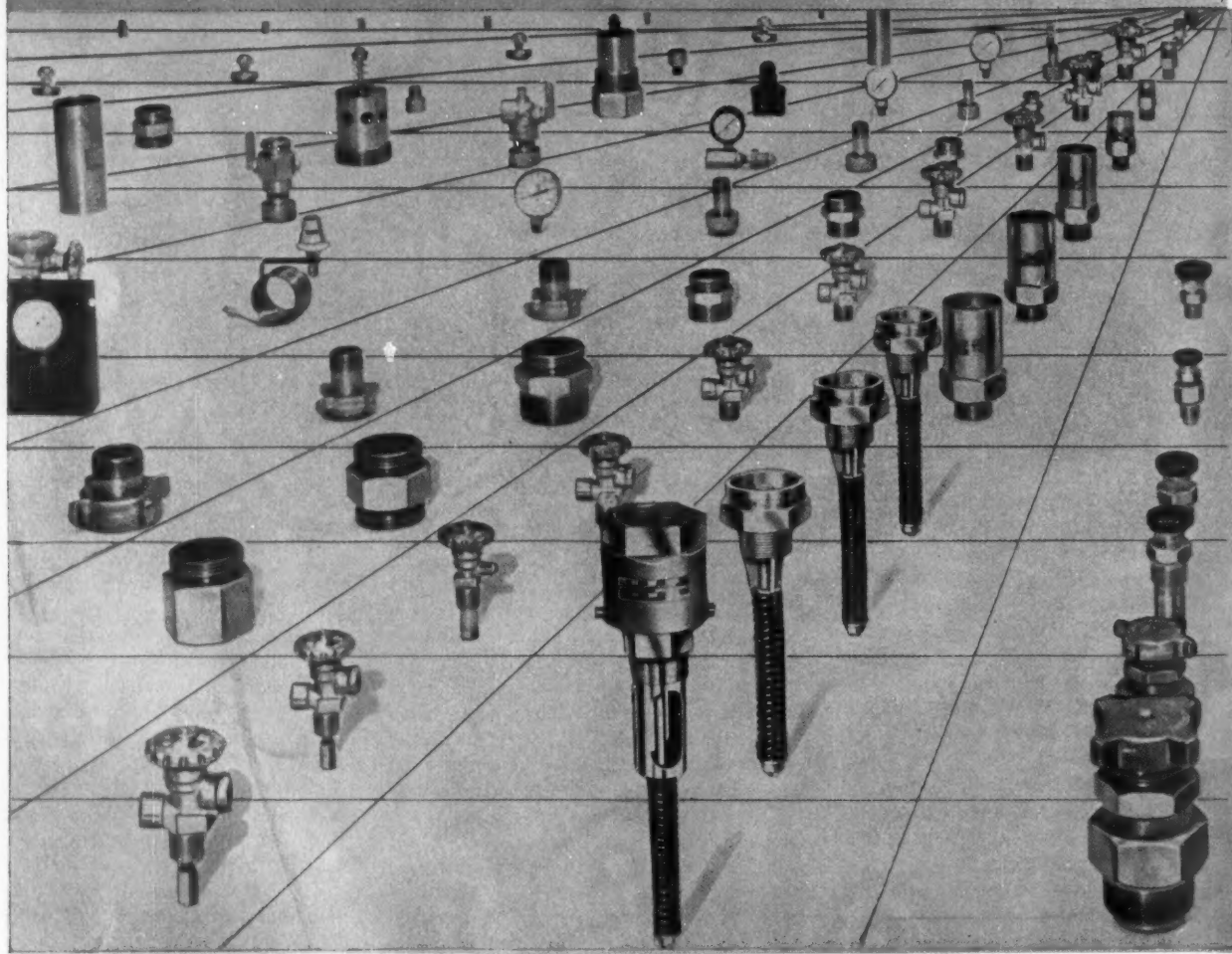
As presently set up, the company is open to membership of all persons or firms working in the L. P. gas industry, on both an active and an honorary basis. A sliding scale of annual dues is provided for, and the company will be controlled by the active members working through a safety committee appointed by them to annually revise and establish working standards for the various job classifications. It will make available safe practice information to employee members in the various classifications, prepare questionnaires and examinations, and classify all members and their plants on a periodic and continuing basis.

We believe that this organization

can be as good as its members make it, and that considerable improvements will be made in its present structure and operation. We repeat that the plan is working wonderfully for our organization, and that it has given us an effective means of improving the stature of our business in our communities. It has given our employees a sense of pride and satisfaction in their work, and in so doing it has made them more conscientious and thorough in the conduct of their duties. We think we have made an important step in improving the public acceptance for L. P. gas by the general public. We are certain that these benefits can be extended in the exact proportion that other members of our industry join in a sincere effort to make the plan work in their own operations. ■

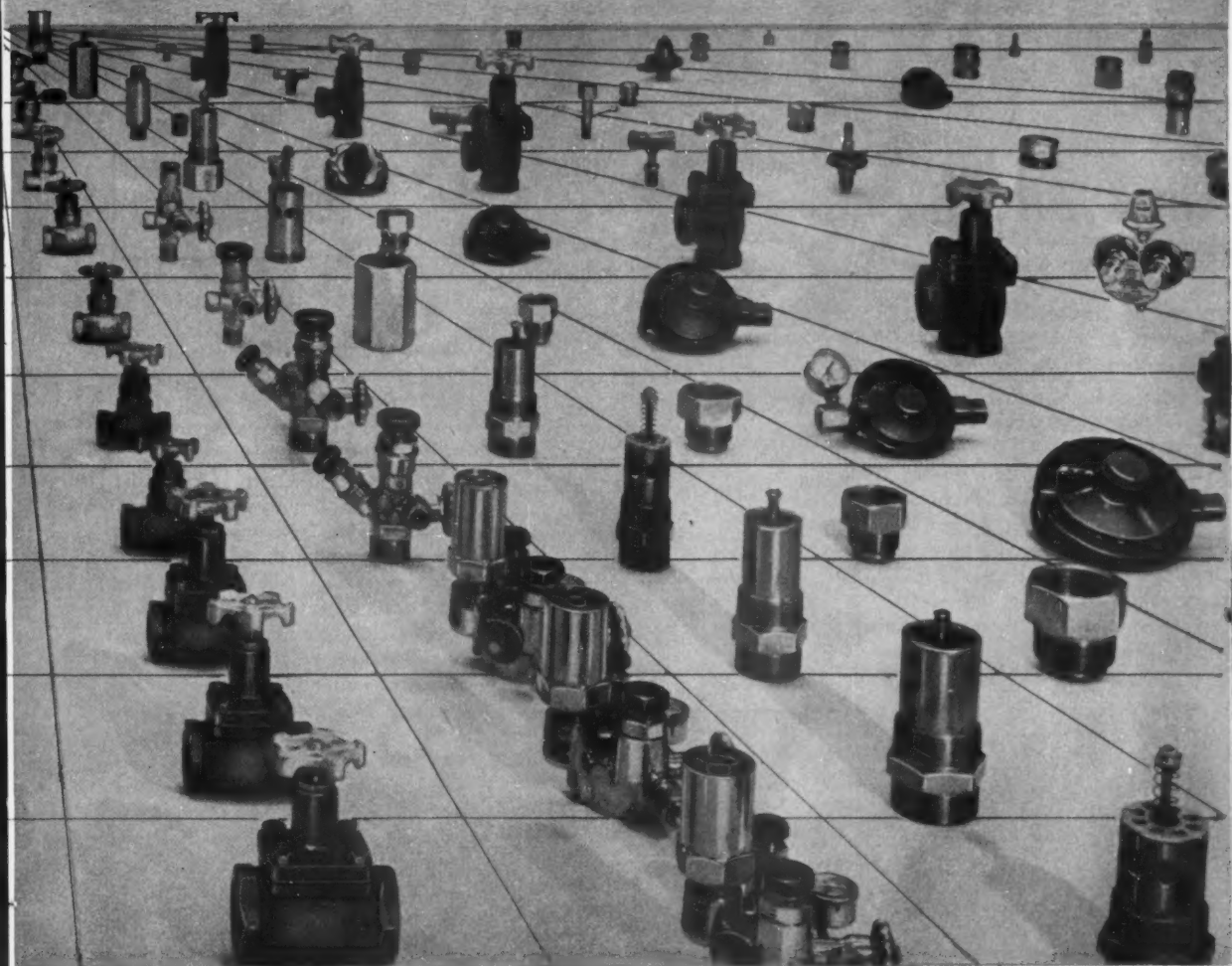
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The **BASTIAN-BLESSING** *Company*

4205 West Peterson Avenue • Chicago 30, Illinois

MAY, 1956

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MANAGEMENT TIPS FOR TODAY

By LARSTON D. FARRAR • Feature Writer for Business Magazines

EVERYBODY in the L. P. gas business, or any other phase of management, realizes that it's a cockeyed world. Strange things are happening all the time to make us want to pinch ourselves to see if we really are alive; if this is a real world instead of a dream or a land of Oz. You even get that feeling when you read in the newspapers that a hundred African witch doctors have met in formal convention to find out how to keep "shysters" from practicing their profession (it happened), or that the Southern Ute Tribe of Colorado has signed a contract with Blue Cross and Blue Shield to assure hospitalization benefits for sick Indians. How whacky can things get?

But most of those in management do not have to be told that people are funny — and crazy. They *know* it from experience. Also, they do not have to be told that the world is changing, that witch doctors want to dignify their profession, and Indians want modern medicine. That's change, and it's progress, although the two are not always synonymous.

What's all this got to do with the

management of a butane-propane business? Just this: Whether you are managing an L. P. gas business, or a mousetrap factory, your biggest single problem these days is keeping up with changes in people, changes in techniques, changes in the outlook of people. Virtually every lesson you learn, every time a really deep crease is formed in your brain, has to do with people, how they act or re-act and what they are thinking about at the time you deal with them.

At the same time, to better serve these people, your customers, let us say, you have to keep up with chang-

Here are ten tips designed to make a better manager out of you and so to make a better business for you. Although these tips might be applied to the manager of any business, the editors feel that it is good to broaden our viewpoint once in a while and look around at the world about us. The ten tips are yours for ten minutes of reading time. If even one tip clicks, you will be well repaid.



No. 1: Keep informed.

ing techniques in delivery, storage, accounting, customer preferences and all other industry functions. These changes usually come because people demand them. Their outlook has changed, or has been changed, and they want different accommodations and different services.

Bearing these things in mind, the most important lesson for management to learn today is that of *keeping informed*. That's No. 1. A good man-

ager no longer can be one who thinks literature is for the bookworms. Magazines, pamphlets, books and encyclopedias are being turned out for you, not just for people who might get on the \$64,000 question and want to know the right answers.

Every day, you have to know the right answers to many different situations—ranging from whom to trust for check-cashing purposes, or how much to pay for truck service. You trust your own judgment, of course, based on what you know of the situation. But think how much better that judgment would be if you were aware of more information. What if you *knew* that the fellow who wants to cash a check is worth \$100,000, or if you *knew* he is the same sharpie who has victimized businesses from coast to coast? It's a cinch you'll know more if you read more than if you read less. Or what if you knew that a different company could give you better truck repair service for the same price? If you read more, you might learn more of techniques and developments in the fast-changing L. P. gas field.



No. 2: Study people you meet.



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You are on the right road when you do business with the Sid Richardson Gasoline Co. When you contract with us for your supply, you are not buying from a competitor. We have no company-owned or controlled wholesale or retail outlets to compete with you. Our future depends entirely on the success of our customers and our continued relations with them.

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No. 3: Be courteous.

No one can know everything about everything. But by and large, the man who knows more about more subjects is a better manager. That is the same as saying that it is easier to find a particular item in the closet with the light on, instead of fumbling around in the dark. Reading is a management task, as much as any duty you can imagine. For if management is not well-informed, the people who work under the management are handicapped even as they work. There is a chance that if the manager were better-informed, he would know how to train them to do their jobs better, faster, for less expenditure of time and effort.

Number 1

This is the No. 1 management tip today—read at least an hour a day. Read your newspaper. Read your business magazines generally. Read books on phases of management. Every new insight, every new angle, every new thought that occurs to you will make you a better, sharper manager for the challenges ahead.

Number 2

No. 2 management tip for today is to study the people who come to your place of business. They come from far or near, they may be rich or poor, smart or dumb. Each one is an individual. No one is exactly like the other. Yet each has certain physical similarities, just as all of them may

be creatures with certain habits.

Studying these people will help you be a better manager in many ways. You'll learn of their wants. You'll learn whether they are rich or poor, or whether their mental resources are great or small. Most of all, you'll learn how to attract them and their counterparts. You will get their reaction to your advertising, to your method of operation. You'll find out what pleases them most, what gripes them. Everything you learn, if you will strive to fit it into the proper place in the scheme of

more and more Americans feel unwanted, unloved, unrespected, unmissed, no matter where they go. They want to feel like they are part of something good—that they are wanted, respected, and will be missed if they go elsewhere. Good managers can't go out and meet every customer, telling people about the management's respect for them. But the message can be conveyed in many ways, by little messages on the wall, telling customers what simple steps to take if they want an extra service; by the whole tenor of the action of



No. 4: Study your employees.

things, will help you to be a better advertising man, to be a better manager in every way.

Number 3

No. 3 management tip for today is tied in with No. 2. Besides studying people, you ought to resolve that you, and your employees, must be *more courteous* to people—all the people with whom you deal, both suppliers and customers. Oddly enough, little as you may think of it, it is easier to be courteous to people whom you know or know something about than those who are strangers to you. It would be discourteous to talk about someone's death if the person to whom you were talking recently lost a loved one.

Courtesy is mentioned as a must in today's management tips, because

yourself and your employees toward the people with whom you deal.

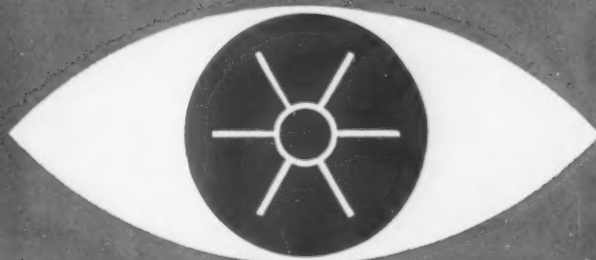
If you study people with the determination of being more courteous to them, you will find them responding in ways that will benefit you economically, and spiritually, too. This is part of the basic law of life that St. Francis had in mind when he said, "It is through giving that we receive."

Number 4

No. 4 management tip for today is to study, by observing your employees at work, how to save time and money on each job that they must undertake. It is well known that in the biggest industries, time and motion studies constantly are being made by management representatives, with the view of cutting

Most dramatic **WOMAN-APPEAL**
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**AUTOMATIC
TOP BURNER**

Your most powerful gas range selling feature of all time is now ready: the HARDWICK Thermal Eye top burner control. Set the HARDWICK Thermal Eye control dial for the desired temperature; the Thermal Eye element presses against the bottom of the utensil, constantly checking its temperature and controlling the flame to keep food cooking at the exact temperature selected. Makes every pot and pan automatic!

With this great advance, your HARDWICK sales should break all records (even last year's) IF you promote, display and demonstrate HARDWICK Gas Ranges and the HARDWICK Thermal Eye top burner!

Exclusive! Heat deflector ring completely surrounds thermostat element for greatest accuracy in temperature control!

HARDWICK THERMAL EYE

Controls full range from highest to lowest temperatures—even down to

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Perfect for keeping meals warm, making custards, melting chocolate, heating baby bottles

Hardwick  **Gas Ranges**

Since 1879



No. 5: Study your community.

down the number of steps each employee must take in his specific jobs, reducing the number of possible irritations to the employee, or the working parts to which he may be exposed dangerously.

In your business, unless it is a huge establishment, you can't afford to employ time and motion experts. But in your own way, if you will devote a time each day to observing your employees at work, you will devise techniques that will save them time and effort. It is possible many times, that you will even save the fulltime activity of some employee by the number of short cuts you discover. If so, a part-time employee might serve the purpose, thus saving you money because you have determined how to cut the workload through better use of available time and equipment.

This is the essence of good management. In fact, it is what the word means to study every fact and facet of a business operation, with the view of doing the entire operation at the least expenditure of time and energy, which really means the least expenditure of money.

Number 5

No. 5 management tip for today is to study your locality, the people in it, your role in the scheme of things, your business location, and that of your competitors.



No. 6: Study your plan of procedure.

This doesn't mean just to "size 'em up" and then forget the community, or the people in it, or your competitors. Think about them. Think of ways you can help them.

Number 6

No. 6 management tip for today is to examine your plan of procedure, with the view of making at least one minor change. There is an old saw among salesmen, "plan your work, and work your plan." It is good advice, but only if the plans constantly are being changed to meet new conditions. It is axiomatic, even hack-

neyed, to say that we are living in a changing world. The changes are so fast that they are startling, even breath-taking, in many fields. Yet, many managers, who *were* good managers in other years, no longer are keeping pace. That is because they fell in love with one plan. The plan is still there, unchanged, but time and circumstances have changed greatly. Go over your method of operation regularly — from routing to advertising to customer relations — and make at least one change. If you do not find that you see places where changes ought to be made, then you can take it for granted that you are not doing the reading and the observation of your place of business that you should be doing.

Number 7

No. 7 management tip for today is to study yourself, find something wrong with yourself. So many of us study other people, with the idea of finding something wrong with them that we might correct. But all of life teaches, and religion teaches it too, that the best place to start looking, if we are going to eradicate our problems, is inside ourselves. Jesus said to remove the mote from your own eye before you start trying to get the beam out of your brother's eye. This is another way of saying that, if you want to improve the procedures around your place, see if you



No. 7: Study yourself.

NOW! *Humphrey* RADIANTFIRE CIRCULATORS

Offer the greatest new selling
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"TOPTROL"

SUN-LIKE WARMTH at
YOUR FINGER-TIPS



"As easy as turning on a gas range!" That's what people say when they try TOPTROL — the marvelous new *top-mounted* heat control that's standard on all the 1956 Humphrey Radiantfire Circulators shown at right.

A touch of the finger regulates the warm air circulation, and the flood of sun-like, radiant warmth that pours out at the floor level. No more squatting and squinting to adjust a control *inside* the heater!

TOPTROL is easy to demonstrate and easy to sell. It's a powerful, exclusive feature that gives you a tremendous sales advantage over competition.

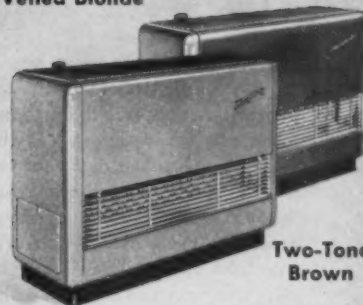


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Read more about TOPTROL. Learn about other great Humphrey features, such as full-width radiant front. See actual color reproductions of the two handsome baked enamel finishes—Opalescent Brown and Veiled Blonde. Brochure supplied without cost or obligation. Write for it today.

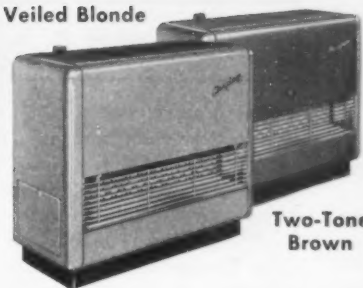
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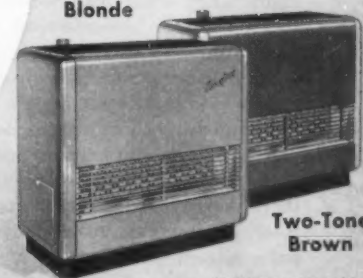
Two-Tone
Brown
MODEL HV-70

Veiled Blonde



Two-Tone
Brown
MODEL HV-60

Veiled
Blonde



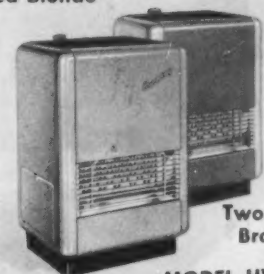
Two-Tone
Brown
MODEL HV-50

Veiled Blonde



Two-Tone
Brown
MODEL HV-40

Veiled Blonde



Two-Tone
Brown
MODEL HV-30

are doing things the way you ought to do them. It isn't necessary, of course, to carry this to extremes and to become an introvert. The thing is to think over each day how you are managing affairs, and what you can do, in and of yourself, to make things easier for the employees. You'll find that fresh self-examination, occasionally, will help you to catch little habits into which all of us fall, and to correct them in time.

Number 8

No. 8 management tip for today is to plan some entertainment, a dinner away from the place, a picnic, a barbecue, or something like that, to bring together *all* the persons who work with you to make your place hum. Thousands upon thousands of managers in this country, in every line, are constantly griping, sometimes to their employees, that they can't find people who will do a job right. They want team action, but they do little to promote team spirit. One of the best ways to do this is to sponsor some joint endeavor among your workers at least once a year, and preferably twice a year. Be sure you are there with bells on and that every last one of the employees is there too, regardless of station or color. If you want your employees to act as a team, you must develop team spirit in them, and the best people with whom to start is your present staff. The best time is *now*.



No. 8: Plan entertainment for staff.

Number 9

No. 9 management tip for today is to make plans for some physical change in your business. This might be no more than replacing some rocks that slipped out of place along the walk, or putting in a piece of shrubbery. But it might mean a new paint job, or an addition. Nevertheless, as Confucius said, "The best fertilizer for a farm is the footsteps of the owner." And the best thing for the external or internal appearance of your business is for you to take another look at it, inside and out, with the view of making whatever changes you can afford and are in line with what you see. Some butane-propane business owners have said they are always afraid to walk around their property for fear they will persuade themselves to make an expenditure for a certain improvement they know they ought to have. Well, if they see the need for this improvement, it is a cinch that others see it also, and its lack is a factor in the operation. Perhaps it is not a significant factor, but you'd be surprised to learn sometimes what impels a customer to trade with one place instead of another.

Number 10

No. 10 management tip for today is to smile, even if it hurts, more



No. 9: Plan a physical change.



No. 10: Smile.

times today than you did yesterday. The world is in one bad fix. Everybody knows that. More people are working and walking around with more pent-up tensions today than ever before in history, judging by the number who are going to the booby hatch, and by the frowns you see when you walk down any street or knock on any door. If there is one thing we remember about our childhood, it is that we saw lots of smiling people on the streets, when we went to see relatives, and even when we tried to sell magazines house-to-house. There aren't as many smiles today, which is why more people remember it when they do see one. They are hoping you and your employees will smile when they come in. They will be happier. And they'll be more apt to come back. A smiling manager is always a better manager than a grim one. ■



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...JOINS BEAIRD SOUTH AND BEAIRD WEST TO SERVE THE GROWING LP-GAS INDUSTRY. From a new plant and sales facilities, Beaird Midwest will provide "next door" service, quick delivery and an additional source of supply for a 12-state area.

Scheduled for early completion the new plant will utilize equipment obtained through the purchase by Beaird of the Butler LP-Gas Systems Division's facilities in Gales-

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Spanning the nation from strategic points of production, Beaird South in Shreveport, Louisiana, Beaird West in Stockton, California, and now **BEAIRD MIDWEST** exemplify Beaird's leadership in providing the finest in product and service to the LP-Gas industry . . . everywhere.

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MONTHLY REPORTS Roadmaps and guides to better operation

By **WILLIAM W. CLARK** • Frank Associates

"Take care of your dealer and he will take care of you!"

THAT, in a word, is the business philosophy of F. M. Rowles, president of the California Liquid Gas Corp., Sacramento. How he puts that philosophy into practice is through the use of ample and adequate business records — road maps to better management, so to speak—coupled with a team of experts to chart the roads and make the maps, and carefully guide the dealer along the superhighways they have charted.

Nucleus of the California Liquid Gas team is Mr. Rowles and a group of four men. One is an organization man, whose sole purpose is, as he explains it, "to keep overhead down and profits up." But the weight of his responsibility goes much deeper than that: he's the man who helps the dealer set his over-all policies, establish his operating organization, develop his markets, and iron out the management kinks that develop in the best regulated businesses.

A second member of the team is the operations man. His assignment is along more technical lines. He

draws up layouts for plants, recommends truck and plant equipment specifications; supervises their installation, helps the dealer to make sure all his equipment functions properly. He is a sort of chief engineer and operations supervisor combined.

Third member of the team—but by no means third in importance—is the credit man. He's an expert in setting up credit policies and controls, and he helps the dealer to prevent his accounts receivable from breaking loose, while at the same time establishing credit procedures that are sufficiently liberal to stimulate the cultivation of the potential market.

Fourth man is the one whose job actually came first—the auditor. He's the man who is able to pinpoint problems as well as progress; who can formulate a system of accounts that will enable a dealer who may be com-



pletely untrained in modern accounting methods to know where his policies are leading him, and to correct his mistakes before they can lead him to the brink of disaster. More than that, the auditor (like the other men on the team) helps the dealer set up types of procedures and policies that will avert the mistakes in the first place.

This advisory board works under the general supervision of Mr. Rowles, who is a bear for detail and good record-keeping. A background of many years in the petroleum business, including a long incumbency in the sales manager's chair in San Francisco for Tidewater Oil Co., impressed upon him the importance of sound business management methods and helped set the pattern for the California Liquid Gas Corp.'s way of doing business.

We felt that the subject of records and reports and their interpretation would be a valuable addition to a well-planned convention. Before we could assign the subject to a "speaker" our former editorial director, Bill Clark, walked in with this article. We would not know where to find a better example of what the committee had in mind, so here it is.



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Your customers can buy this big, beautiful "CP" Family Fare range with all three of these valuable extras

FAMILY FARE OVEN

PICTURE WINDOW AND OVEN LIGHT

"OUTAMATIC" BROILER



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ONE CENT SALE

Here's another first from the first name in ranges — and this exclusive Magic Chef Sale promotion will be a terrific traffic-builder for you . . . a powerful incentive for your "hold-off" customers to buy right now . . . a value any customer will find hard to resist!

Visit us at SPACES 91, 92, 93
South Exhibition Hall, LPQA SHOW

HERE'S HOW IT WORKS — and mister, how it does work! Show her the Magic Chef Model 1A635 . . . one of the finest buys in a quality range that can be found. Magic Flame Uni-Burners, electric clock with timer, Magic-Lite Automatic Pilots — and all the famous Magic Chef exclusives, including automatic lighting of all burners! Show her *this* exciting range — see how she responds to it. **THEN** offer her the great Model 1A675 — for just one penny more! Next, get out the order pad — *quick!* For here's the world's biggest range bargain! For just one cent more, your customer gets all the famous features of the 1A635 *plus* all three of these special features, each worth many dollars.

FAMILY FARE OVEN

PICTURE WINDOW AND OVEN LIGHT

"OUTAMATIC" BROILER



You also have all these features to sell:

- Electric clock with 4-hour timer
- Fluorescent top light
- Hidden appliance outlet
- Snap-out clock and timer assembly
- Famous Red Wheel Oven Regulator
- Magic Flame Uni-burners
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FIRST and only manufacturer sponsoring a **PROFIT PROTECTION PLAN** for space heater dealers.



FIRST and only "Early Bird" sale offering \$29.95 Floor-Flo Automatic Blower for only \$4.95 with purchase of a Magic Chef heater.

DELIVERY AUTHORIZATION		Date
Applicant's Name	Wife's Name	
Applicant's Address	How long at this add.	
Applicant's Age	No. of dependents	
Automobile Lic. No.		
Make of Automobile	Legal Owner	
Employer's Name		
Employer's Address		
Name of Bank	Ln. <input type="checkbox"/> Chkg. <input type="checkbox"/> Svgs. <input type="checkbox"/>	
Salary Per week/Month		
Nearest Relative Not Living with You	Relationship	
Address		
Do You Own Your Home		
References: 1.		
2.		
	Mgr.	
Previous location of supplier	Amt. \$	

The record side of the customer's application for credit.

The company was organized by Mr. Rowles in 1947 as a wholesale business, primarily. Many of the dealers to whom the company began selling gas had had little practical training in business management methods, he found. As was typical of the LPG industry in its formative stages, many had graduated from the ranks, starting their own businesses with only servicing or delivery experience as background. The many records and guideposts of modern business management were completely foreign to many of them.

One of Rowles' first moves was to hire a competent auditor who could go out into the field and study the individual dealer's needs and set up a workable accounting plan for him. From the start, this service was optional only. There was no obligation on the dealer's part to participate, nor was there any charge for the service. This policy still holds: the only feature of the entire advisory service that is mandatory today is a monthly balance sheet, which is no more than any intelligent creditor demands of his volume accounts.

It was obvious to him that engineering counsel was also sorely needed, so an operations man was hired. Then came the organization man, and he was given the added responsibility of running the credit service. In recent years, however, his duties have pyramided to the point where it has been necessary to split off the credit job and hire another man full time to handle it.

California Liquid Gas Corp. serves two kinds of accounts—"associates" and "affiliates." The former are independent dealers who buy all fuel requirements from the company. The latter are retail outlets that Rowles and his associates, including the retail operation managers, own outright. Currently, there are about 30 companies in each category.

As for the independents, although there is no obligation for them to participate, currently nearly all of them do. As participants, they are accepted as full partners, receiving the same services and competing with affiliated dealers in contests sponsored by California Liquid Gas Corp.

Providing these services entails a great deal of traveling. Del Tiedeman, assistant to the president and—as such—the "organization man," is in the field 75% of the time. His schedule calls for a visit to each dealer at least once every 60 days. At least one other member of the advisory team visits each dealer every month, so among the four men there is almost a once-every-week contact with the dealer.

Tiedeman gives financial and sales advice to each of the participating dealers. From them he obtains weekly recaps of sales to show trends in sales of fuel, appliances, and equipment. These recaps are made up from daily sales records which each dealer keeps for his own guidance, and which are provided by Cal Liquid Gas. In cooperation with the manager he also develops an annual sales and

expense forecast which establishes the dealer's goal.

Tiedeman also renders aid and advice on personnel problems. Hiring methods, policies and working conditions are matters on which he is well qualified to give advice. He also works with the dealers in arranging leases and purchases of land for their plants.

Purchases and leases are matters where the engineering talents of Glenn Sorensen, the operations man, are also called into play. He advises as to the suitability of the property. He also provides blueprints without charge to the dealer for buildings, offices, and complete plants, including all fueling and delivery facilities. This brings to the dealer a specialist's experience in designing for both safety and efficiency. It also promotes standardization, which is important in handling future service of plant equipment.

When a plant is built, Sorensen makes up record cards on the equipment. Pumps, meters, and all mechanical equipment are listed, with specifications. Photos are taken after installation so as to give him a visual image of the particular equipment and its arrangement. These records serve two purposes: they can be used as a guide for Cal Liquid Gas' affiliate, Cal Gas Equipment Corp., in keeping its inventory of parts in proper ratios. It also guides Sorensen when emergencies arise. He is frequently able to diagnose equipment difficulties by telephone, having lists and photos handy, which saves precious hours for dealers located in remote areas.

Sorensen also assists with specifications of rolling stock and on this he keeps similar record cards and photographs. Cal Gas Equipment Corp. is an International truck dealer, and builds LPG trucks for its dealers. Their special needs are catered to; for example, delivery trucks are equipped with a minimum of skirting when engineered for rugged mountain terrain, in order to provide a maximum of clearance. Reels are mounted at the rear, doubling their accessibility, and 100 ft of hose is standard equipment on the trucks built in Cal-Equipment's shops. These features are designed to allow the driver to pick the best locations in some of the rough places where he must make deliveries.



Suburban Propane Gas Corp., Whippany, N. J.



Fuelane Corp., Liberty, N. Y.



Pure Gas Service Company, Worland, Wyo.

WHY MODERN LP-GAS COMPANIES USE *metered* SERVICE



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- METERS** provide regular "city utility" type service.
- METERS** build customer confidence in the service.
- METERS** help sell more appliances and more gas.
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There is an American™ LP-Gas Meter for every kind of installation — industrial, commercial, farm and home.



W-60 Welded Steelcase



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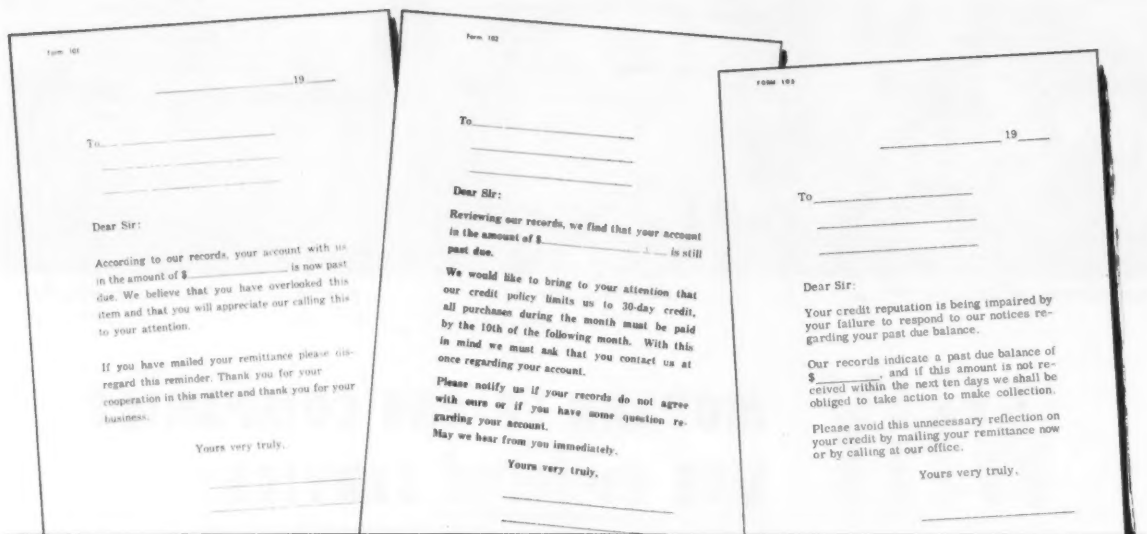
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SUPPLIERS TO THE GAS INDUSTRY for Ironcase, Tinned Steelcase, Aluminumcase and Welded Steelcase Meters • American-Westcott Orifice Meters • Instruments • Reliance Regulators • Provers • Apparatus



Collection follow-ups are uniformly courteous, progressively firmer.

Cal Gas Equipment, incidentally, is a separate corporation and operation, and retail dealers are not required to buy from it. However, it is fully competitive; and its existence has made standardization of equipment throughout much of the territory possible, with resulting savings to the dealers. This situation in turn permits Sorensen to design better equipment and to keep closer tabs on it and render better operations counsel.

Once a plant is established and operating, the accounts receivable be-

gins to grow—sometimes at an alarming rate. Here's where Arthur F. Riedel, Cal Liquid's credit manager, steps in to lend a hand. While each local dealer is responsible for extending credit, Riedel is able to lend advice and assistance with all accounts. Although the dealer is encouraged to use credit bureaus and local credit agencies as he may wish, a clearance through Riedel on the big ones is helpful.

The real bulk of Riedel's work is in keeping a dealer's receivables on a sound basis and helping him to hold bad debts to the absolute minimum consistent with liberal credit policies in effect.

Riedel works from a credit manual, which was prepared by Del Tiedeman when he was handling credit, and which is constantly under revision to keep it up to date with the best modern credit practices. The manual is a complete guide to operating a credit department. Application forms are provided and explained, and all dealers are advised to make use of them for every account seeking credit. It also recommends a policy for extending credit to employees. Form letters and other stock items are included and their proper use is explained.

Three past-due forms are provided to the dealer. The first is a reminder letter, which is printed on white stock. The second, on blue stock, is

more strongly worded, and points out to the debtor the credit terms of his account and urges that he contact the dealer immediately. The third, on pink, is in the form of a final plea.

If the third letter fails to bring the desired response, the dealer refers the account to Riedel, who picks up the file on the information during his next visit. Riedel makes a personal call to collect the account. If this fails, two form letters from him follow, at the end of which time any account still uncollected is turned over to an attorney or collection agency.

Meantime, however, he will have appealed in all possible ways to the debtor for a settlement. Deliveries are not necessarily discontinued during this period; a customer will usually be placed on a cash basis, and will be so notified by letter. This method may be unsatisfactory as a means of clearing up the old bill, so the customer's account may be put on a "halving" schedule, whereby he pays double in cash for each new delivery of gas and the overage is applied against his overdue account. Thus, for \$10 worth of gas, \$20 payment, \$10 to be applied on the old bill.

The chief working tool used in the credit control setup is the monthly report of aged accounts receivable. This is the dealer's road map number one. It is a complete recap of accounts, compiled by the dealer every month, and listing those that

Form 102

To: _____

Dear Sir:

Since your account in the amount of \$ _____ remains unpaid and our credit policy restricts us to 30-day service, we must ask that you pay cash for each delivery until your old balance is paid.

Will you please help us on this matter and arrange for payment on this old balance so that we can service you on our regular routing list. We want to give you the very best of service and must have your cooperation in this matter.

We sincerely appreciate your business and earnestly solicit your cooperation.

Yours very truly,

Still courteous, but now COD.

Spectacularly MODERN

4
DECORATOR
MODELS



VENTED

★ *Announcing*
Lowboy
CONTINENTAL
Gas Circulator
BUDGET PRICED



for

HOME, OFFICE, STORE, SHOP, CHURCH, SCHOOL, CLUB,
LODGE, LABORATORY, MOTEL, HOUSING PROJECT . . .
WHEREVER VOLUME HEAT IS REQUIRED, WHEREVER SPACE-
SAVING IS DESIRED, WHEREVER LOW COST IS A MUST.

- ✓ SEALED HEATING SECTION
100% GASTIGHT 100% WELDED
- ✓ FULLY ENCLOSED CABINET
BUILT-IN DRAFT DIVERTER
- ✓ CASTIRON BURNER NON-CLOG
WITH RIGID-MOUNT PILOT
- ✓ BALANCED FLAME COMBUS-
TION. MAX. HEAT, MIN. FUEL.
- ✓ 2-TONE BAKED ENAMEL FINISH
NON-TARNISHABLE GOLD TRIM

A REAL SALES BOOSTER !

WITH sophisticated design and color-freshness, the CONTINENTAL opens brand new markets for Dealers. Its beauty captivates the style-minded instantly and it's engineered for years of matchless service. Fashioned low and compact, this space-saving console is Quiet, Efficient, Safe. Warm-air stream is clean, odorless, penetrating . . . directed for fullest Living Zone comfort. Built-in convenience reduces operation to simplest form . . . fingertip control. Auto-controls optional . . . and easy to add.

• • • GUARANTEED • • •

SERVICE
CHECK

*Brilliant
Fire*

SINCE
1846

HEATERS

FOR NATURAL • MANUFACTURED • MIXED • LP GASES

Booth ★ L P G A ★ May
187-8 CONVENTION TRADE SHOW 6-9
CHICAGO

Write for Catalogs

• WALL &
FLOOR FURNACES
• WINTER
AIR CONDITIONERS
• VENTED & UNVENTED
CIRCULATING HEATERS
• GAS LOGS, WALL &
FIREPLACE HEATERS

THE OHIO FOUNDRY & MANUFACTURING COMPANY

"Quality Heating Since 1846"

STEUBENVILLE, OHIO

Monthly reports... The monthly profit and loss statement is a quick cue to weak spots

Period Amount	1 2 3	ACCOUNTS	To Date	
			\$	Amount
		1 Sales - Fuel		
		2 Less Discounts		
		3 Net Sales-Fuel		
		4 Beginning Inventory		
		5 Purchases		
		6 Total		
		7 Less Ending Inventory		
		8 Cost of Goods Sold		
		9 GROSS PROFIT - FUEL		
		10 Sales - Appliances		
		11 Less Discounts		
		12 Net Sales - Appliances		
		13 Beginning Inventory		
		14 Purchases		
		15 Total		
		16 Less Ending Inventory		
		17 Cost of Goods Sold		
		18 GROSS PROFIT-APPLIANCES		
		19 Net Sales - Tanks		
		20 Beginning Inventory		
		21 Purchases		
		22 Total		
		23 Less Ending Inventory		
		24 Cost of Goods Sold		
		25 GROSS PROFIT-TANKS		
		26 Net Sales - Fittings & Other		
		27 Beginning Inventory		
		28 Purchases		
		29 Total		
		30 Less Closing Inventory		
		31 Cost of Goods Sold		
		32 GROSS PROFIT - FITTINGS & OTHER		
		33		
		34 TOTAL GROSS PROFIT		
		35 EXPENSES:		
		36 Salaries: Administrative		
		37 Salaries: Office		
		38 Salaries: Other		
		39 Commissions & Bonuses		
		40 Freight In		
		41 Outside Labor		
		42 Sales & Travel		
		43 Truck Expense & Repairs		
		44 Advertising		
		45 Telephone		
		46 Utilities		
		47 Rent		
		48 Legal & Accounting		
		49 Plant & Supplies Expense		
		50 Office Supplies & Expense		
		51 Sundry Expense		
		52 Dues & Subscriptions		
		53 Bad Debt Expense		
		54 Interest		
		55 Insurance Expense		
		56 Taxes & Licenses		
		57 Depreciation		
		58 Cash Over or Short		
		59 Truck Fuel & Lubrication		
		60 Hospital Insurance		
		61		
		62 TOTAL EXPENSE		
		63 OPERATING PROFIT OR LOSS		
		64 Purchase Discount		
		65 Other Income		
		66 Service Labor		
		67 Tank Rentals		
		68 PROFIT BEFORE COMMISSION		
		69 Commission & Bonus		
		70 NET PROFIT BEFORE TAX		
		71 Federal Income Tax		
		72 NET PROFIT AFTER FED. INC. TAX		
		Period Ending		

A summarized report will show that something is out of line —
a detailed report like this shows where.

are, respectively, current, 30 days old, 60 days old, and 90 days and beyond. This report is a regular case history on the "patient," enabling the credit doctor to spot any weaknesses or alarming trends in the dealer's accounts ledger. Such a warning brings the credit manager into action and he and the dealer immediately can begin scrutinizing the situation before any credit malignancies start to spread.

The report thus serves as a warning signal to Riedel to begin concentrating on the dealer's accounts and putting on the pressure to bring them back into the proper ratios.

Whereas the other forms already described help to prevent individual accounts from deteriorating into bad debts, the monthly report shows up possible weaknesses in the total operation and signals the need for some close inspection.

Riedel visits the dealer and talks with him. He accompanies him on visits to the slow-pay accounts. His presence is frequently a psychological advantage. It is much harder to say "no" to two men than to one.

He talks with the customer and endeavors to arrange for alternative solutions such as the making of notes to a bank or other lending institution, for example. He accompanies drivers on their routes and instructs them in diplomatic but effective means of collecting accounts.

The factor that comes out at the bottom of the aged accounts receivable report is the percentage of current accounts to total accounts. The constant increase in the ratio of current to aged accounts is Riedel's goal.

How well this is being accomplished is shown by the fact that, since the credit job was set up as a separate chore with one man assigned to it full time, sales have increased much faster than receivables. In the first 10 months of 1955, sales volume rose 16.8%, while accounts receivable were only increasing 9.3%. This, Rowles believes, is proof of the advantages of sound and carefully controlled credit policies.

There is one other important way in which Riedel serves the dealer. Covering a large chunk of central and northern California, from Los Gatos to Susanville, he functions as a sort of credit clearing house for the various dealers. Frequently an ex-customer of one dealer will have

... never had a freeze-up!
 ... standby plant worked perfectly!
 ... always have uniform pressure!
 ... heat value is constant!

**Customer praise builds business!
 ... you'll get it with a MITCHELL
 VAPORIZER on every installation.**

MITCHELL Direct-Fired Vaporizers are available in two sizes to meet the need for continuous LP gas service in a variety of commercial and industrial applications. For use with above or below ground LP gas systems, MITCHELL Vaporizers provide a safe, steady, constant-BTU supply of gas uninterrupted by freeze-ups due to temporary over-loads or heavy withdrawals.

Minimum Size Storage Required MITCHELL Vaporizers eliminate the need for oversize storage tanks to meet temporary overload demands ... hence make possible more compact systems. They are designed for use with all heating, drying or stand-by applications requiring from two to several hundred gallons per hour. (For the larger demands, MITCHELL Vaporizers may be manifolded together.)

Automatic Selective Control MITCHELL Patented "Automatic Selective Control" automatically controls the rate of gas vaporized to equal the rate of usage. It permits vaporizer to supply either generated gas, or storage gas ... or both at the same time. Simple, positive safety devices (providing overflow and pilot burner shut-off protection) make MITCHELL units safe and reliable.

Simple Installation Installation of MITCHELL Vaporizers is simple and easy; and once properly installed, they will give years of constant, trouble-free gas service. All MITCHELL units have been tested and listed under Underwriters' Laboratories' requirements.

**Build a reputation for dependability
 with MITCHELL VAPORIZERS**

Listed by
 Underwriters'
 Laboratories



JOHN E. MITCHELL COMPANY

3800 COMMERCE STREET • DALLAS, TEXAS

Manufacturers of Fine Machinery for More Than Half a Century



Model 30

Provides up to 30 gallons of gas per hour ... well suited to the small and medium size industrial and commercial applications.

Model 70

Capacity: 70 gallons per hour. This unit is the largest standard MITCHELL Vaporizer. May be used singly or in manifolded combination for large industrial applications

SPECIFICATIONS

Model No.	Ht. (in.)	Dia. or Width (in.)	Depth (in.)	Shpt. Wt. (lbs.)	Rated Input (BTU/hr.)	Wkg. Pres. (psi.)	Pilot Burner (BTU/hr.)	Rated Cap. (gals./hr.)
30	39 1/2	13 1/4	—	125	30,000	250	1100	30.0
70	39	32	18	440	75,000	250	1100	70.0

[illegible]

Lower — The leased tank card shows complete history of one tank to date; indicates lease expiration date.

One day each month, Jones or one of his aides visits the individual dealer, verifying accounts, both pay-

Largest single items in the inventory are tanks, and a good many of these are out on yearly lease. Accordingly, careful records are kept.

An annual leased-tank analysis is also maintained by the dealer. This is a highly useful guide for him in determining volumes consumed per tank, and gives him advance notice if a customer is ready to be graduated from one tank size to a larger one. At the same time, it shows at a glance



Cordial CUSTOMER CONVENIENCE

The new Remington Rand Sectional Customer Service Counter is designed for combination of LP Gas cashieriing-bookkeeping. It offers custom-made beauty and efficiency without custom-made limitations, and at a mass-production price.

Rapid, face-to-face service to customers . . . ideal counter height, and a continuous parcel shelf for resting packages or bundles is provided. Working area side is compact without being crowded, customer service and history records are within arm's reach to rear in Safe-Kardex cabinets.

Certified, insulated pedestal units provide 24-hour "Point-of-Use" protection for vital records against loss by fire . . . uninsulated pedestal units for records which can readily be duplicated. Two or

more counters may be joined together for larger offices.

Don't miss the Customer Service Counter display at the LPGA convention . . . visit Remington Rand's Booths 206-7-8-9, where other LP Gas records will be displayed in-action. We'll be looking for you! If you can't attend . . . get all the facts by reading booklet SC764 (New Sectional Customer Service Counter) . . . yours upon request. Write to Remington Rand, Room 1528, 315 Fourth Avenue, New York 10, N. Y.

Remington Rand
DIVISION OF SPERRY RAND CORPORATION

Monthly reports... The monthly balance sheet is the final summary of current progress

NAME OF COMPANY:		DATE:	
ACCOUNTS	Detail	%	Total
1 Cash on Hand			
2 Cash in Bank			
3 Cash Reserve			
4 Accounts Receivable			
5 Merchandise Inventory			
6 Notes Receivable			
7			
8 TOTAL CURRENT ASSETS			
9			
10 Prepaid Rent			
11 Prepaid Taxes			
12 Prepaid Insurance			
13 Prepaid Interest			
14 Other Deferred Charges			
15 Deposits			
16			
17 TOTAL DEFERRED CHARGES			
18			
19 Organization Expense			
20 Land			
21 Buildings			
22 Autos and Trucks			
23 Plant and Equipment			
24 Office Equipment & Fixtures			
25 Leased Tanks			
26 Leased Fittings			
27			
28 TOTAL FIXED ASSETS			
29 TOTAL ASSETS			
30			
31 Accounts Payable			
32 Notes Payable			
33 Sales Tax Payable			
34 Payroll Taxes Payable			
35 Withholding Tax Payable			
36 Floor Plan Payable			
37 Income Tax Payable			
38 Federal Excise Tax Payable			
39 TOTAL CURRENT LIABILITIES			
40 Reserve for Depr. - Buildings			
41 Reserve for Depr. - Autos & Trucks			
42 Reserve for Depr. - Plant Equip.			
43 Reserve for Depr. - Office Equip.			
44 Reserve for Depr. - Leased Tanks			
45 Reserve for Bad Debts			
46 Reserve for Federal Income Tax			
47 Reserve for Deposits			
48			
49 TOTAL RESERVES			
50 Note Payable			
51 Note Payable			
52 Note Payable			
53 Note Payable			
54 Note Payable			
55 Note Payable			
56			
57 TOTAL FIXED LIABILITIES			
58			
59 Capital Stock Issued			
60 Surplus			
61 Surplus Paid In			
62 Surplus Restricted			
63 Less: Treasury Stock			
64 NET WORTH			
65			
66 Capital Beginning			
67 Capital Contribution			
68 Capital Drawing			
69 Profit or Loss			
70 CAPITAL ENDING			
71			
72 TOTAL LIAB., RESERVES & NET WORTH			

DATE: _____

The monthly balance sheet shows where the money is — guides the manager in putting it where it should be.

whether in some instances a greater investment might be tied up in tank inventory than is actually necessary. It is obviously uneconomic to have a large, expensive tank on the property of a small user, and the analysis is an aid in determining how economic it may be in each individual case.

Jones also provides the dealer with standardized daily sales reports. These are for the dealer's own use, and it is from them that the weekly report is prepared for Tiedeman's studies.

The monthly profit and loss statement is a comprehensive form, containing 72 separate lines. This is road map number three. Income and expense items are thoroughly classified for easy analysis. The balance sheet, the fourth road map, is also a highly detailed affair. On the reverse side of it is an analysis of accounts receivable (aged ratios); gross profit percentages, on appliances, fuel, and tanks; inventory excessive, classified as to "items heavy"; accounts payable being paid on current basis; expenses out of line; ratio of current assets to current liabilities; leased tank investment, with average rentals per month over a certain period; fuel inventory, showing gains and losses; capital expenditures needed; and remarks.

As "collateral" duties, Jones acts as company officer in arranging for group insurance throughout the entire organization.

Just in case the keeping of his accounts solvent and his business on a profitable basis does not seem to be sufficient incentive for a dealer, Cal Liquid has set up achievement contests which it carries on regularly throughout the year among its dealers. Each month cash prizes are awarded for the best operation during that month for each of the four divisions, and at the end of a year a rotating trophy is awarded to the dealer compiling the best score for the entire year. Factors on which points are awarded are these:

- (1) Net fuel sales increase over previous year;
- (2) net appliance sales increase over previous year;
- (3) net tank sale increase;
- (3) accounts receivable percent of current;
- (4) profit, percent to total net sales;
- (5) inventory turnover, including tanks, appliances, and fittings;
- (6) accounts receivable write-off percentage to net sales;
- (7) and condi-

**Especially Suited
FOR THE
BOTTLED GAS INDUSTRY**



**NOW—at New
Low Prices**

★ A few years ago we introduced this SPECIAL FORMULATION of aluminum paint especially for the gas cylinder industry and the response was overwhelming. TODAY . . . leaders in the industry recognize SHEFFIELD GAS CYLINDER ALUMINUM PAINT as the one paint that takes plenty of abuse . . . and comes up bright and smiling! If you haven't tried it yet . . . send for additional information—and see for yourself!

AVAILABLE IN GALLON, 5 GALLON and 55 GALLON CONTAINERS. Remember . . . SHEFFIELD ALUMINUM GAS CYLINDER PAINT is better ALL-WAYS . . . MORE ECONOMICAL . . . a little goes a long way!

- ★ Fast Drying
- ★ May Be Stencilled Within 15 Minutes
- ★ Hard Surface
- ★ Won't Rub Off
- ★ Smooth Finish
- ★ Semi-Lustre
- ★ Long Wearing
- ★ May Be Brushed or Sprayed
- ★ No Unpleasant Odor
- ★ Made With A Special Synthetic Vehicle Insoluble in Turpentine or Ordinary Petroleum Thinners

Sheffield ALUMINUM TANK PAINT

Laboratory Tested



Extensive weather-o-meter tests prove this NEW aluminum paint will resist more than one and one-half years EXPOSURE TO WEATHER EXTREMES! Formulated to do TWO specific jobs . . . to PROTECT surfaces against rust, wear and corrosion and to add a long-lasting attractive finish. Covers all primed surfaces in ONE COAT . . . economical in application . . . economical because it is long lasting!

Ideal For Bulk Gas Storage Tanks

Sheffield Bronze PAINT CORPORATION

ONE OF THE WORLD'S LARGEST
MANUFACTURERS OF ALUMINUM PAINTS

CLEVELAND 19, OHIO



The men who operate California Liquid Gas...



Giving his dealers and affiliates every possible aid to better management is the objective of F. M. Rowles, president of California Liquid Gas Co. Adequate financial reports point the way.



Organization expert on the California Liquid Gas team is Del Tiedeman, assistant to the president. It's his primary responsibility to see that the dealers under his wing keep profits up and costs down.



Glenn Sorensen is the technical expert, the operations man on the California Liquid Gas staff. From blueprints of a plant to trouble shooting on the job, he is the man with the answers.



A dealer's accounts receivable are the particular province of credit manager Arthur F. Riedel. His aim is to help the dealer establish a liberal credit policy within the bounds of common sense and sound management.



Paul Jones, traveling auditor, or one of his two aides visits each dealer every month to close his books, make up profit and loss statements and balance sheets, and try to spot weaknesses in dealer's set-up.



F. M. Rowles presents achievement contest award to manager Lon J. Gibson, of Lake County Gas Co., Clear Lake Highlands. This cup rotates to each quarterly winner, with the top man for the final quarter retaining it permanently.

tion of plant, equipment, and installations.

It is significant to note that profit percentage carries the most weight in the scoring—a possible 25 out of a total of 120. The two next important elements are net fuel sales increase and accounts receivable percentage of current, each of which is accorded a total of 20 points. Inventory turnover rates 15, and all the rest rate 10.

These ratios clearly illustrate the Rowles thinking on business management. To him, sales volume on everything but fuel is secondary. Profit is the big goal, with a sound credit program riding alongside. And the solvency of his dealer is of paramount importance to his company. The total bad debt loss to dealers' accounts over a period of 8½ years has been less than \$250.

Along with these management helps goes the assurance of a constant supply of fuel. The wholesale operation of California Liquid Gas Corporation, under the guidance of R. E. (Bob) Winchell, keeps a fleet of 17 to 25 transports rolling 24 hours a day and seven days a week from the production plants to the dealers. Dealers wanting fuel may contact Winchell any hour of the day or night.

California Liquid Gas has no formal sales contracts. "Treat a dealer right and he will treat you right" is the Rowles motto. But beyond this, he feels that it is vital to help the dealers operate soundly and to be able to know how well they are doing. Operating on this sort of groundwork, California Liquid Gas seldom loses a customer. In the face of the current trend toward consolidation, the company has been able to strengthen its position. When one of its dealers decides it's time to retire and take life easy, California Liquid Gas is in a favored position to buy that dealer out and protect its territory. This is how many of its acquisitions have taken place.

With this set-up the dealer feels that he has many of the advantages that go with big company operation, without sacrificing his identity or independence. The services of specialists are available whenever needed, and the management guidance in developing and interpreting the "road-map reports" gives him confidence—and profits. The system has passed the greatest test of its validity—it works. ■

DAL-WORTH MEANS CERTIFIED CONSTRUCTION

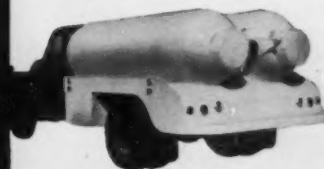
- ★ **SCIENTIFIC KNOW-HOW**
Based on years of experience and keeping abreast of the industry.
- ★ **INDIVIDUAL ENGINEERING**
Each job is an individual operation, using the latest methods . . . tailored to meet State Requirements and maximum payload.
- ★ **THE BEST MATERIALS**
No corners are cut in material costs at the expense of quality.
- ★ **REAL CRAFTSMANSHIP**
No slipshod methods . . . only trained and skilled mechanics.
- ★ **PROPER SUPERVISION**
Each job is closely and carefully supervised.
- ★ **THE BEST YOUR MONEY CAN BUY!**

For our latest catalog describing the finest in LP gas and anhydrous ammonia tanks . . . on the ground, on skids or on wheels . . . rush the coupon.

DAL-WORTH TANK COMPANY

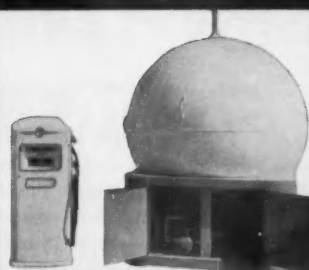
P. O. Box 818 East Highway 80
Grand Prairie, Texas

DELUXE TWIN - BARREL DELIVERY. 1100 to 2300-gallon capacity. Tailored to fit your 2 to 3½-ton truck or unit delivered as a package. Good looks combined with ruggedness and durability.



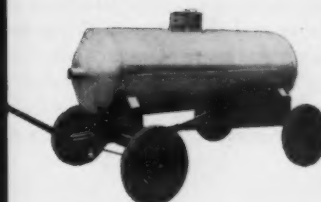
STANDARD SINGLE-BARREL DELIVERY WITH DUAL AXLE. 2800 to 4200-gallon capacity. Tailored to fit 2 to 5-ton trucks. Engineered to carry High Net Payloads in terrain where the going's rough.

DELUXE "STEP-DOWN" SINGLE-BARREL TRANSPORT. 200 to 250 gallons more capacity with a list of features that add up to more economy, more profit, more safety.



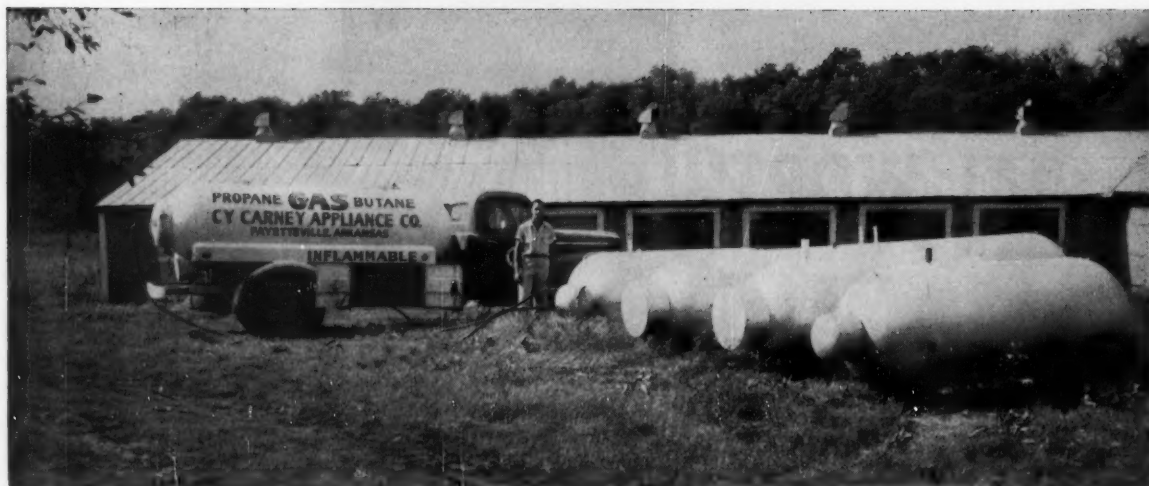
THE "SPACE-MIZER". The newest thing in gas dispensers that are meeting with enthusiastic approval everywhere. A real example of Dal-Worth's progressive engineering.

The Dal-Worth portable anhydrous ammonia tank with 500 and 1000-gallon capacity that doubles for a utility trailer . . . just to name a few of the outstanding items in the Dal-Worth line.



Dal-Worth Tank Company
Box 818
Grand Prairie, Texas
Please send us the latest catalog of Dal-Worth "Certified construction" units.

Name: _____ Title: _____
Company: _____
Address: _____
City: _____ State: _____



Broilers and L. P. gas bring "new look" to Arkansas Ozarks

By A. W. PORTER

THE time-honored vaudeville version of life in the Arkansas Ozarks has been thrown out the window, and L. P. gas helped with the throwing. The buildings do have paint. Children under 15 years of age do have shoes. All over the northwest corner of Arkansas the country is dotted with fine new homes and modern schoolhouses. The homes not only have paint, they also have television and the other facilities for a richer and more abundant life. Hitching racks have been replaced by parking meters because the whinney has been replaced by the automobile

horn. And many of them are nice new horns.

This revolution in rural living has been brought about by the development of a great new industry—raising broilers for the metropolitan markets. Approximately 75 million broilers and turkeys per year are raised in this corner of Arkansas.

Successful broiler production requires dependable, controlled heat, and profits in the business depend—among other essentials—on how economically this heat can be produced.

L. P. gas is the fuel most universally used in the Arkansas broiler in-

dustry because it fulfills these requirements better than any other available source of heat. And in bringing these advantages to the chicken producers, it has also added a substantial volume to the yearly sales of LPG dealers. This has resulted firstly from direct consumption of fuel for heating brooders and secondly from providing the farmers with additional profits that have enabled them to equip their homes with more of the LPG appliances that improve rural living.

Use of L. P. gas can take a large part of the credit for moving Arkansas to second place nationally—exceeded only by Georgia—in production of broilers. Two other sections of the state, the north central and the Arkansas River valley areas, have helped bolster this enviable position and, like the Ozarks, the key factor in the progress is L. P. gas. In the comparative production of important farm commodities produced in Arkansas last year, broilers ranked fourth behind cotton, rice and dairy products.

Broiler producers all over the northwestern Arkansas area are ready to explain the reason that LPG is so important in the livelihood of

If your concept of life in the Arkansas Ozarks has come from the motion pictures or vaudeville stage, you wouldn't know the place now that L. P. gas has taken a hand. Spurred on by the economy, dependability and saving in maintenance resulting from use of LPG, the broiler-raising industry in that part of the state is now one of the most important in the nation and has brought a great change to Ozark life. Northwest Arkansas LPG dealers have taken an increasingly important role in development of the broiler industry with the result of greater volume and a high standing in the community.



GET THE BALL ROLLING NOW FOR NEXT WINTER'S PROFITS

Get after this important winter business early—then have a *really* carefree vacation.

1. Review your supply contract.
 2. Plan for adequate storage both in bulk plant and in customers' tanks.
 3. Check your customers' previous purchases and realign storage facilities to save delivery expense.
 4. Line up new customers. Get every customer, new or old, to take a full tank before winter sets in.
 5. Develop your summer business. Improve your ratio.
- Call your Pure Oil representative. He'll be glad to help you.



Puregas



Be sure with Pure

The Pure Oil Company, 35 East Wacker Drive, Chicago 1, Illinois • Houston, Texas, Box 239 • Worland, Wyoming, Box 38
Minneapolis, Minnesota, 1306 South First Street • Denver, Colorado, 514 Farmers Union Life Insurance Building

Smarter Styling...Finer Features To Give Sales a Lift in '56 *Warm Morning*



**LP-Gas
Heaters**

**SMARTER
STYLING!**

**FASTER SALES,
MORE PROFITS!**



Warm Morning

Gas Heaters will give your heater sales the boost you've been looking for. Why? Because WARM MORNING combines the performance and design features that your customers want in a gas heater—leading off with smarter styling. That's why they sell faster and you can profit more. All models A.G.A. approved for natural, manufactured and LP gas.

Warm Morning

Gas Heaters have "Pretty as a Picture" styling for today's modern living—the kind of styling that customers want and buy! Neat, attractive designs fit in with any home furnishings. WARM MORNING "V-20," "V-30" and Rio Grande Series are the answer to your customers' demands for better looking home heaters. In two decorator colors: Sheraton Brown (shaded mahogany) and Desert Sand (tan beige).



Warm Morning

Deluxe
Radiant Circulators
with exclusive "HEAT
RAMP," in wide range
of sizes.



Popular "Rio Grande"

unvented models
with SAFETY-COOL Cabinets

Warm Morning

A QUALITY LINE OF GAS & COAL HEATERS & GAS INCINERATORS

MAIL THIS
COUPON
TODAY!
GET THE
FACTS!

LOCKE STOVE COMPANY 114-F West 11th Street, Kansas City 5, Mo.

☐ Send literature and complete information on WARM MORNING Gas Heaters.

Name _____

Address _____

City _____ Zone _____ State _____

See the complete WARM MORNING line at the LPGA Convention.

the industry. "Economy in fuel costs and dependability of a steady source of supply are my basic reasons for using L. P. gas," answers Robert Clark, a World War II veteran who moved from Illinois to Arkansas soon after returning from service. "Not since we've been down here has the price advanced for L. P. gas and the trend is toward a substantial decrease."

The all-important cost of maintenance ranks high with fuel cost and service as a reason for using LPG. With LPG, the brooder operator can ignite the gas, set his controls, and be certain that he will obtain the finest possible results.

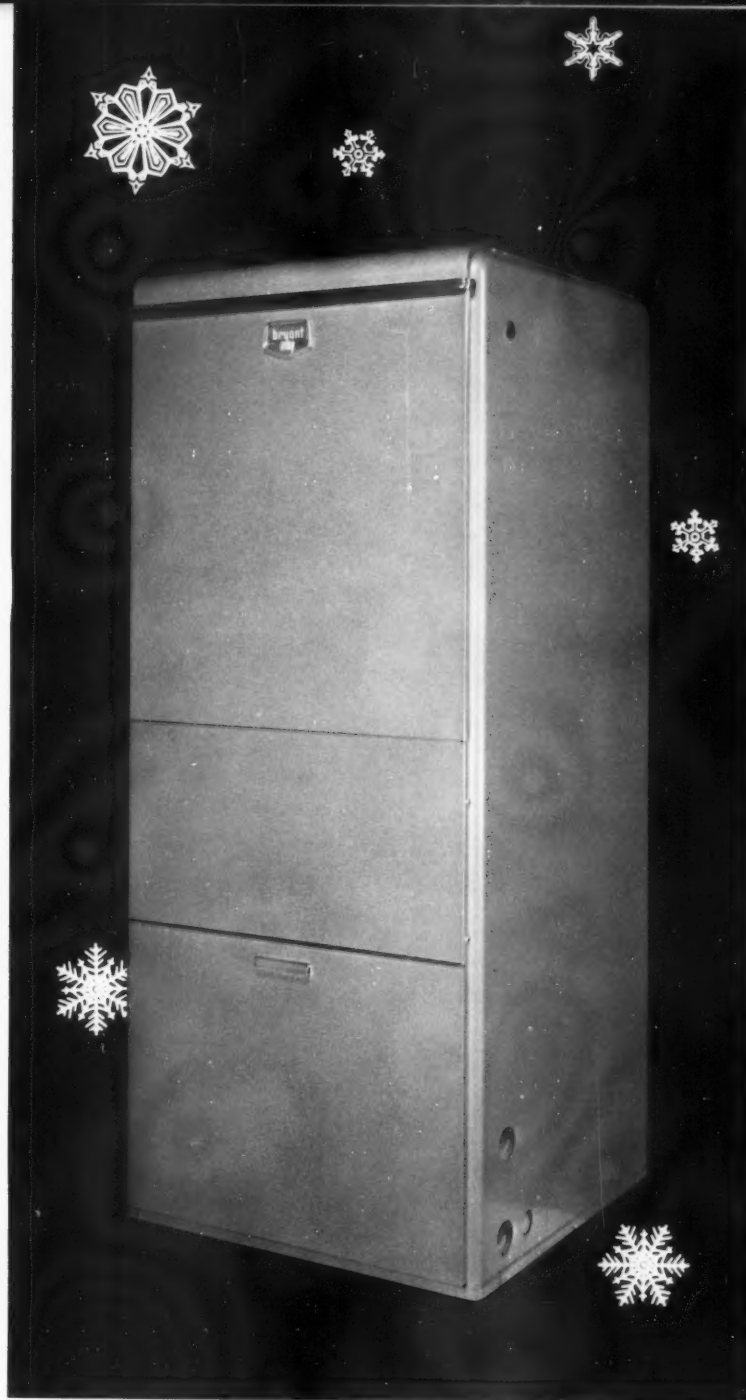
"We forgot the meaning of the word 'worry' so far as maintenance is concerned when we installed our L. P. gas system," asserted Mort Bumpass, a veteran grower south of Springdale. "The burners do not clog with soot and hovers can be elevated to facilitate cleaning. Man alive, it's just cleaner, that's all there is to it. I wouldn't go back to another fuel on a dare."

Things were not always this easy for northwest Arkansas L. P. dealers. Just five years ago, there was a terrific gas shortage in this area and not every dealer was able to supply all the fuel the growers wanted. A year or two earlier, a determined campaign to install larger storage began to get firm response and those who had put in larger tanks were quick to visualize the resulting dependability and ample deliveries. Dealers helped meet these changing conditions with more liberal credit to deserving and stable producers. They also installed larger bulk storage facilities and rapidly gained the "know-how" of staggering deliveries.

"The broiler industry represents the largest part of our L. P. gas business and is showing constant growth," declared Cy Carney Sr., president of the Fayetteville company bearing his name. "We've been actively connected with the industry since it began its phenomenal growth in the early 40's in this area and have managed to keep step with the demand for fuel and equipment. We service several hundred broiler producers over a wide area and, so far, we have managed to deliver them fuel when needed."

Carney, one of the real pioneers in

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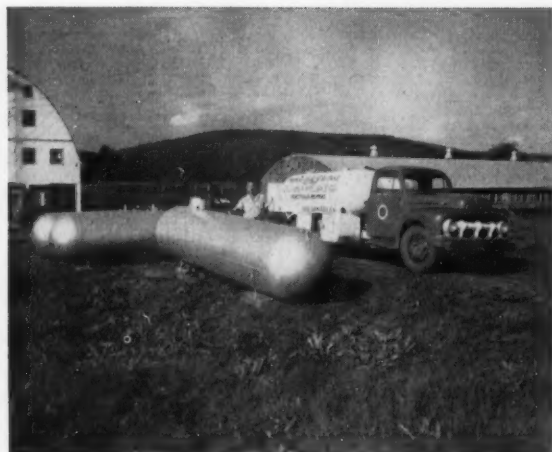


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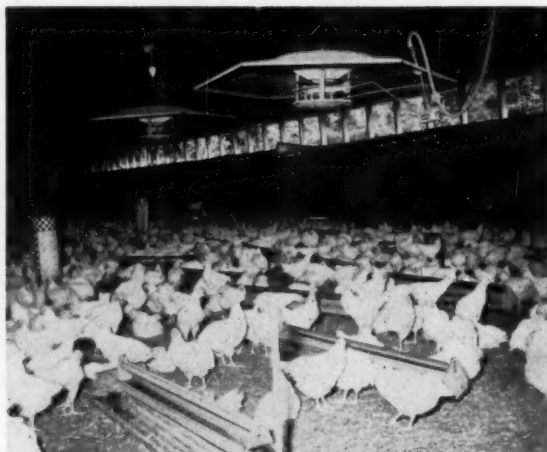


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LPG delivery truck operated by Cy Carney Appliance Co., Fayetteville, Ark., fills storage tanks at one of the many prosperous Ozark farms which have resulted from booming northwest Arkansas broiler industry.



Almost ready for market, broilers such as these awaiting shipment in a modern L. P. gas-heated brooder near Prairie Grove have changed the time-honored version of life in the Arkansas Ozarks.

the L. P. gas industry and a broiler producer in his own right, perhaps has as clear a picture of the inter-related industries as does any other individual. He can quote the prices of L. P. gas and appliances to fit an individual need and in the next breath draw a picture of returns from an investment in capital outlay for the broilers. He furnished the interviewer with a profit and loss statement on a most recent broiler production, much in the manner of a movie producer presenting cost and profit on a major picture.

Cy Carney was in the chicken business some time before entering the L. P. gas industry, so it can be readily seen that he knows whereof he speaks. He can tell you the days when he fueled his brooders and incubators with coal oil and then with coal. In fact, it can be said without much fear of contradiction, that Carney got into the L. P. gas field when he found out how much the fuel could benefit the brooder-broiler industry. He soon learned of the economies to be gained in both original cost and upkeep. Carney is constantly seeking new

methods of improving both industries and his findings are largely accepted by both groups as expert information.

Here is a statement furnished by Carney of his own operations as a producer in southern Washington county, some 13 miles from his L. P. gas base of operations. At the West Fork plant, he sold from one hatch a total of 13,920 birds weighing 38,440 lbs at 25 cents per lb for a total of \$9610. He bought the chicks at a price ranging from 13 to 14½ cents for a total of \$2151.50.

Labor involved in producing the chicks totaled \$415 and the feed cost was \$4639.50. Such miscellaneous items as insurance, 100 bales of straw, light bulbs, disinfectants, grit and kerosene raised costs by \$173.52, while medicines cost \$175.35. Electricity and L. P. gas (360 gal. cost \$71.17 and sulments added \$56 to the total of \$7782.04 for the entire production. This left Carney and his partners a profit of \$1827.96.

His net profit per bird — when prices were far below the average for the year—was 13 cents with the selling price at 25 cents and the cost

per pound 20.24 cents. The mortality rate on the flock was 8.4 percent, an unusually good record for the hot summer period and slightly better in comparison with flocks developed under the influence of other fuels.

"Our service has brought 'city living' to the rural people who now have all advantages formerly confined to urban homes," asserted Carney at the end of a three-day tour of the surrounding territory. "Gas, particularly L. P. gas, not only furnishes fuel for operation of the brooder industry and helps perform other farm chores, but also has brought economical cooking, heating, water heating and clothes drying within easy reach of the average pocketbook of the home owner. Our next big step in this area is use of LPG for irrigation and conversion of tractor units and other forms of transportation."

Pioneers in the installation of L. P. gas systems into more than an estimated 5000 homes in three counties include Carney, with operations in three important communities, Jack Gorum of Siloam Springs and Hall brothers of Noel, Mo. Since the early days of the industry, such prominent dealers as Joe E. McKim of Springdale and Bentonville, Garland Clifton of West Fork, J. C. Canova of Mountainberg and Carroll County Butane (Earl Hoar and Bill Epperson) of Berryville have added to the luster of the operations and the comfort and convenience of additional hundreds of L. P. gas users.

L. P. gas dealers in this great area



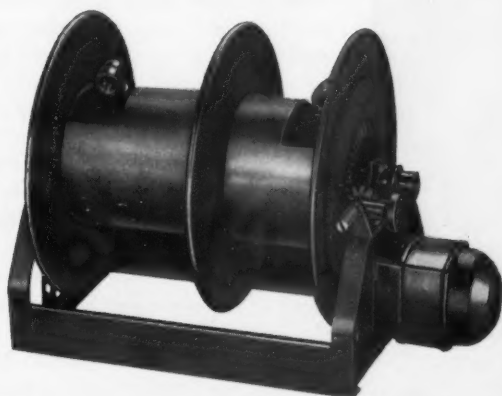
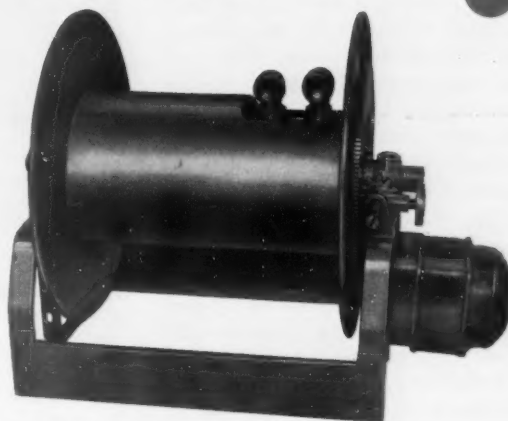
Development of the broiler industry has brought about a revolution in rural living in the Arkansas Ozarks. Modern, well cared-for homes and shiny automobiles attest to the general prosperity of the region. Homes are equipped with L. P. gas appliances.

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actively work with and support such organizations as the County Farm Bureaus, local Grange chapters, home demonstration clubs, FFA and FHA clubs, plus three Rural Community clubs and the Agricultural Demonstration Service. They are actively associated with civic groups and various women's organizations, helping sponsor rural activities by contributions of money and other associated efforts.

Their major efforts are directed toward (1) increased productivity of the soil, (2) increased seed production, (3) establishment of sound crop rotation system, (4) maximum efficiency in production based on a farm management program to increase the standards of living, and (5) general cooperation for the betterment of living conditions in order to keep the young men and women interested in staying at home.

In broiler production, they have pledged themselves to lower costs through more efficient housing and labor saving equipment, demonstrations set up to show the value of recommended practices, encouraging the buying of broilers on a quality basis, improving efficiency of production and quality of hatching eggs and



Turkeys have joined broilers in bringing prosperity to the Ozarks. Cy Carney, Fayetteville L. P. gas dealer who also raises broilers and turkeys, stands in the middle of a flock of 13,000 birds raised with the help of LPG.

reducing chick costs through more efficient egg production and increasing hatchability. They work with hatcheries and producers to get more economical units and encourage farmer-growers to use the branch laboratory of the Livestock Sanitary Board for assistance with disease control. They also make available research information.

In the matter of homes and surroundings, the L. P. gas dealers stress improvements of existing buildings and help in planning of new homes. They have helped increase interest in landscaping and share in the united

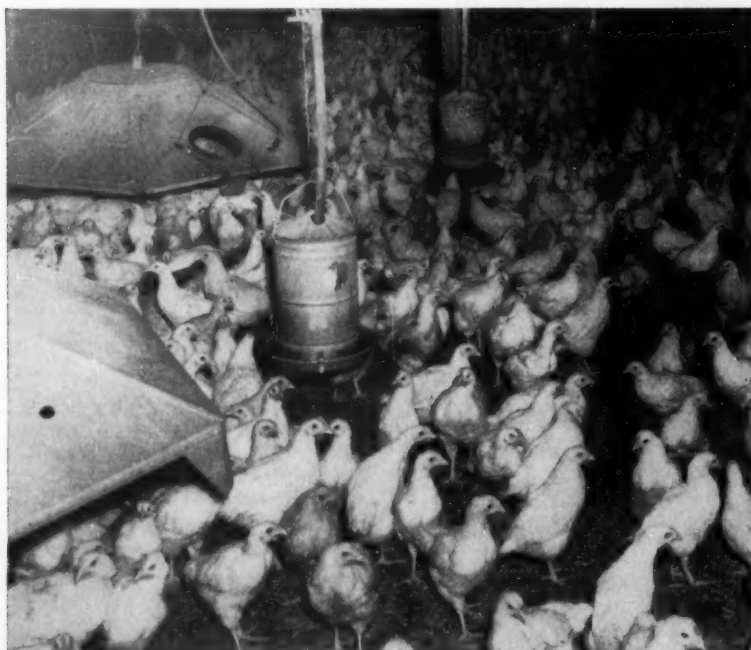
effort to make available the wide variety of home furnishings and equipment. They encourage time and money management and the use of native materials in housing for both humans and broilers. Displays and demonstrations are presented often in consumer education on household equipment.

Financing of the broiler industry is an important phase of operations which the L. P. gas dealer cannot escape. He either furnishes the fuel on a part down-payment plan, a share of the proceeds or on open account. The latter is the most prevalent in this great area where better than 92% of the operations are carried on under some definite plans.

The most accepted plans are (1) open account, (2) flat fee, (3) share, (4) feed conversion and (5) salary or labor contract. Many of the broilers are financed by their respective feed dealers who, in turn, guaranteed payment for the fuel used to the L. P. gas dealer. In some instances in this big area, the feed dealers themselves have gone into the L. P. gas business with remarkable success. A notable instance in this respect is the Peterson Co. of thriving Decatur.

In the Decatur area, where thousands of broilers are in constant production, the average financing required or advanced is between \$550 and \$750 per 1000 broilers marketed. Naturally, the largest investment is in the brood itself, or slightly more than 25%. Labor costs average about 5% and feeding costs more than 25%. The fuel cost is one of the lightest in comparison with other costs.

Most of the L. P. dealers in the



L. P. gas dealers in northwest Arkansas take pride in the part their product has played in the growth and development of that area's broiler industry. Brooders like this one require constant, controlled and dependable heat.

Once the thrifty, quality conscious Dealer sees BUEHLER'S name on an LP-Gas Plant he need look no further—he has found the finest money can buy. Home owners too are quick to detect BUEHLER'S "Quality you can see." Clean smooth welds and stampings, not a wrinkle—not a sharp edge to cut the hands. We're proud of every LP-Gas Plant we build. In fact our entire business was built on the idea that a high quality product will always find a ready market. Today, after 38 years of putting this theory to practice, our list of Dealer customers reads like a "WHO'S WHO" of the LP-Gas Industry.

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Ozarks area give credit with no more security than a grower's financial statement. A few require real estate or chattel mortgages, or negotiable notes. In general, a majority of the growers have an established credit rating with a commercial bank or a major feed supplier and depend on cooperation with either to collect accounts receivable. Many growers also negotiate loans through cooperatives. The time allowance is usually 90 days and interest rates rarely exceed 6%.

In many cases throughout the vast

area have formal or informal agreements with processing plants. These plants are plentiful in Washington and Benton counties on the west, and Carroll and Van Buren counties to the east in the Ozarks area.

The number of broilers grown in a given area must either be in close relationship to the total capacity of existing nearby processing plants, or the growers must have reliable outlets in more distant markets. This places the L. P. gas dealer in the position of helping finance the broilers and then aiding in locating a ready

each. Several tests have been conducted, and while no mention of fuel is allowed as to desirability and preference, neighboring L. P. gas dealers are enthused over the results of the tests which favor their fuel as economical and which are conclusive as to economy, cleanliness, availability and uniformity.

Some of the factors associated with the remarkable growth in broiler production in the Ozarks area are (1) a favorable demand situation (the sister states of Missouri, Oklahoma and Kansas are the largest consumers of chickens raised in this spot), (2) an area having a large number of farmers with limited alternative uses of land and labor, (3) a willingness on the part of feed dealers, banks, hatcherymen, L. P. gas dealers and others to supply capital necessary for large-scale production, and (4) improvements in the technology of production and marketing that reduced costs to the consumer.

Approximately 220 million lbs of broilers were produced in Arkansas during 1954 with the average weight per bird at the 2.8-lb. figure. The average price was 22 cents per pound and produced a gross income of \$48,371,000. These data are furnished by the Agricultural Market Service, U. S. Department of Agriculture, Washington, D. C., May 26, 1955. Just nine years previously, there were 17 million broilers produced and the gross income was \$13,720,000 at an average price of 28 cents per pound.

As to the most profitable age in which to sell broilers, the average figure is between 10 and 11 weeks of age, according to a thorough survey conducted by Agricultural Department statisticians and growers themselves. The 9-10-week-old broiler is fairly profitable and so is the 11-12-week-old chicken. These figures compare with the 12-13 and 13-14-week-old broilers produced in the early 1940's. Better breeding conditions, more effective medicines and balanced diets have gone hand in hand with L. P. gas as the most reliable fuel in contributing to this speed-up in operations.

It is the opinion of W. J. Windham, junior rural economist, on the staff of the University of Arkansas, that "about 70% of the broilers produced in Arkansas are processed in the



A large brooder near Danville, in Yeu county, which is becoming a promising broiler area. L. P. gas dealers, who must often help finance growers, have taken a leading role in the marketing of broilers and turkeys.

area, the L. P. gas dealers also assist in the marketing of the broilers. When the broilers reach a certain age, weight and finish, they must be marketed. In this area, broilers are marketed through nearby processing plants where they are killed and prepared for sale direct to wholesalers and retailers. In some cases, live broilers are sold to buyers who often transport them long distances to processing plants without adequate local protection to supply their needs.

The L. P. gas dealers, who help finance growers, have taken a leading part in marketing broilers once they are ready for sale. In order to assure a market, a number of these dealers have entered into agreements, along with feed dealers, with processing plants to take broilers financed by them. Approximately 45-50% of the L. P. gas dealers in this

market for the product. "It is a gamble any way you look at it," declared an experienced L. P. gas dealer, "but the way I look at it, every business is more or less a gamble."

The broiler industry has the active, full-time support of the Agricultural Experiment Station of the University of Arkansas in its efforts to produce a better grade of meat at lower cost. This project got under way in 1954 and was designed to produce and develop broiler chicks more efficiently. It provides an impartial comparison of such factors as hatchability, livability, feed conversion, weight gains and carcass yield. Grade is also considered.

A model brooder house was constructed at the station and holds 15 entries of 252 chickens each. The house is divided into 30 pens and allows duplicate pens of 126 chicks

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Brooders, like those shown hanging above the chicks, are raised as the broilers grow and require less heat. At that time the fencing, used to keep the chicks near the brooder, is removed and the broilers can wander through the entire house.

state." (As an added increment of the farmers' portion of crops, live-stock and products receipts, the turkey production also amounted to \$5,740,000 in 1954 and is now an important part of the broiler industry in this particular area.

The number of farms in this area reporting broilers sold in 1954 are: Benton, 1115; Washington, 882; Carroll, 102; Van Buran, 87; Yell, 138; Madison, 175; Independence, 208; and Pope, 100. It would be reasonable to estimate that approximately 3850 farms in Arkansas produced and sold broilers in 1954.

There are approximately 5000 farms in Washington county. (Fayetteville and Springdale are the principal cities located therein) and the average size is 92 acres. Only about 650 of these farms are operated by tenants, a remarkable record in an agricultural state largely dominated by large farms and plantations, particularly in the eastern half of the state.

To cast sidelights on this remarkable farm area, some 1900 of these farms have telephones, approximately 4000 have electricity, and

about 2000 have water pumping facilities. There are slightly more than 1200 tractors and close to 150 of the farms practice irrigation, largely of the sprinkler type. As recently as 1940 the production of broilers totaled 1.3 million birds and in 1950 this had grown to more than 18 million. The latter figure has almost doubled in years since, along with the rapid growth in three other counties comprising northwest Arkansas.

When asked "In your opinion, is there a need for broiler expansion in Arkansas as of today?" Rural Economist Wyndham replied briefly, "No. At present the broiler industry appears to be producing just about the volume of birds which current demand will absorb in the market place. Substantial expansion of production now would result in further depression of prices received by producers."

The effective demand for farm products, including broilers, is dependent upon the ability of consumers to pay for these products. The per capita income in the United States increased from these \$680 in 1949 to \$1584 in 1951, according to

Wyndham's figures. The per capita consumption of poultry (ready to cook basis and including broilers) climbed from 13.9 lbs in 1940 to 23.7 lbs in 1954—turkeys from 2.9 lbs to 4.5 lbs.

Particularly for the information of the L. P. gas producers and distributors, "the rapid expansion of our population, the trend toward further industrialization and increasing urbanization, rising incomes and the trend toward higher per capita consumption of broilers indicate that the overall demand for broilers probably will increase in the future. In my opinion, however, this long-range outlook should not be interpreted as a 'green light' for a reckless program of expansion," Wyndham continued. "It seems to me that a major problem for the industry in the future will be the problem of adjusting the volume of production to the demand."

He concluded with the warning "if the industry is to operate on an economically sound basis, it will be necessary for all broiler areas in the country and all segments of the industry (producers, hatcherymen, producers, feed dealers, fuel suppliers, etc.) to hold expansion in line with consumer demand."

This places the job squarely in the lap of suppliers, including L. P. gas dealers, for further broiler production, not only in the Ozarks, but in all broiler sectors.

Arkansas broiler industry folks, through their efficient service and suitable fuel, have virtually eliminated competitive fuels from the field. There remain only a handful of oil or kerosene brooders in operation and the tremendous cost of electricity, even in this great area of electric cooperatives, almost checks that source of competition out of the picture.

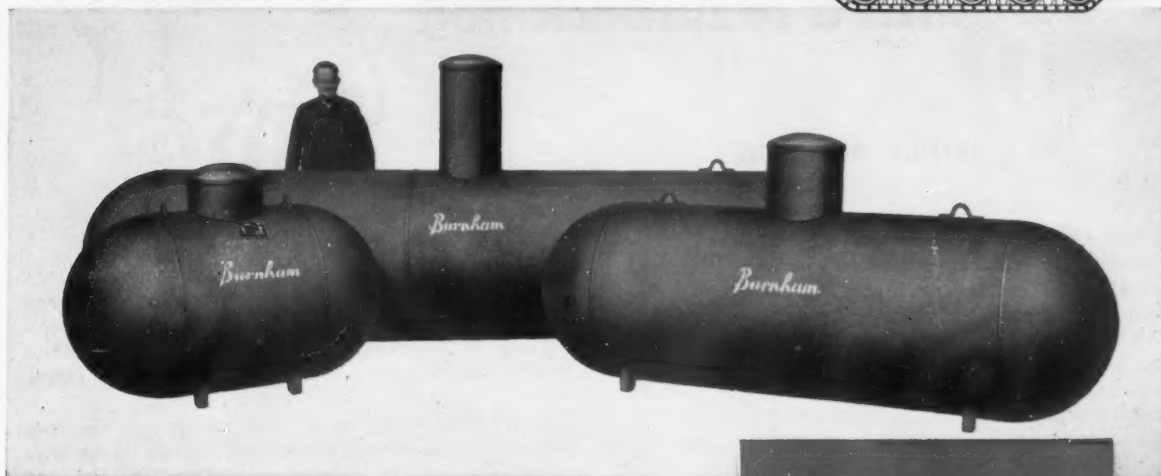
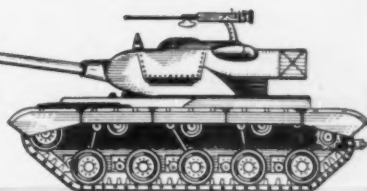
However, natural gas has come in as a competitor for the fuel load and has made some headway in Northwest Arkansas where one of the major utility firms of the state has its home office and wide distribution.

Carney expressed the sentiments of the LPG dealer group when he said, "I'm not worried about kerosene and electricity now and while the natural gas boys have taken a few of our customers, we're still serving the big majority of broiler growers."



This fleet of delivery trucks and pick-ups serves a bulk storage plant in the Ozark broiler-raising region. Availability of L. P. gas when the farmer needs it has increased the use of this fuel in the broiler industry.

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MAY, 1956

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Propane Pete shaves with a razorback hog

By J. ARTHUR THOMPSON



PROPANE PETE was messin' around in the Ozark mountains in northern Arkansas one time and found himself a nice, pretty campin' spot right by a stream that looked like good fishin'.

Old Beppee, his mixed-up old tank truck, had rattled and groaned and huffed and puffed gettin' there and Pete figgered it was time to give it a bit of rest. He kinda wanted to rest a little himself. Besides he felt like takin' a bath in the river and maybe shavin' off his three month's growth of whiskers.

But when Pete looked through his duffle bag, he couldn't find his razor. He allowed to himself that he'd just burn 'em off with propane but still he sorta hated to waste the amount of gas it would take to do the job. Besides he didn't want to take a chance on singin' his handle-bar mustache.

Pete had heard about razorback hogs so he decides he'll try one of them first. He creeps quiet through the timber and sure enough he finds one pretty quick.

It was an old boar, big and strong, but Pete wasn't scared. He just crept up close and made a lunge. He caught the hog by the hind feet and threw him down. He got himself cut a bit in the process but managed to git a piggin' string around the feet and toted him back to camp, the old boar squealin' and raisin' a fuss.

Pete wets his whiskers a bit and then hoists the hog up with one hand and starts shavin' with him. The boar twists and squeals and cuts Pete's face considerable but Pete just keeps tryin' to shave off his whiskers. But them whiskers was three months old and mighty tough. 'Tain't long before that razorback is bleedin' worse than Propane Pete.

A boy comes along with a couple of hound dogs and watches the process. At last Pete gives up. The hog has lost so much blood from them whiskers that Pete puts him out of his misery with a left uppercut and hangs the carcass in a tree for breakfast. But the whiskers ain't half off yet.

Pete introduces himself to the boy who says his name is R. C. Weis. They gits to talkin' and of course, Propane Pete starts expoundin' the gospel of L. P. gas to the youngster. While he's talkin' Pete gits out the hose and put on a small nozzle and lights it up. Then he burns off the rest of his whiskers.

Young Weis is mighty impressed when he hears all about what this here gas will do. Most of all he's plumb

taken with the way Pete burns off his whiskers.

Pretty soon they gits to talkin' about the hound dogs. They look almost exactly alike, except one is a he and the other is a she. Weis says he calls 'em Alice and Albert. Accordin' to him, they are just about the finest huntin' dogs anywhere in the Ozarks. He offers to show Pete.

They start off up the hill and pretty soon the dogs git the trail of something and start yelpin'. One bays in soprano and the other in bass. They made mighty pretty music.

The trails was narrow and windin' and in some places the brush is so thick you can't step out of the path. The dogs started up one of these trails yelpin' and bayin', runnin' side by side. Pete and young Weis runs right after them.

The trail twists around and they was on a steep hill right over Pete's camp. The hounds go chargin' up the hill in one of them narrow spots when they meets a couple of razorback hogs comin' down hill, side by side, like a piece of paper in a hurricane.

The razorback hogs can't stop and the hound dogs don't. Those razorbacks each hits a dog right plumb square on the nose and split both dogs right square down the middle.

The boy starts to cry but Pete thinks quick. He grabs up all four halves and slaps them back together, then takin' them in his arms he makes a big jump and lands down in his camp. Quicker than you could say liquefied petroleum, he's got out his weldin' torch and has welded them halves back together. He does it with a gentle touch because he don't want to hurt the dogs more than necessary.

Well, sir, them dogs laid there for a spell and then pretty soon they began to stir. They go up, shook themselves and looked each other over with a mighty puzzled expression.

They they sat down and howled in unison. But instead of howling in soprano and bass, they both howled in tenor.

Pete had welded half of Alice onto half of Albert and vice versa.

R. C. Weis never did quite forgive Propane Pete for that mistake but he did git into the L. P. gas business and he's still doin' right well down around Brinkley, Ark. ■

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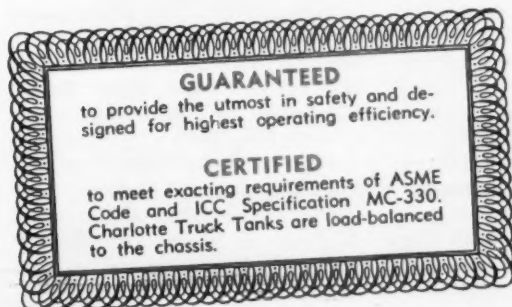
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Not a cannon, it's a butane-fired portable incinerator capable of burning 500 lbs of combustible rubbish an hour without emitting smoke. The stack lowers so the anti-smog artillery can be moved under low bridges and power lines.

LPG incinerator fights L. A. smog

By MARTIN A. BROWER

A butane-fired portable incinerator is providing a smoke-free and economical solution to the problem of disposing of combustible waste in smog-ridden Los Angeles county. Built by the A and B Blower Co. of Compton, Calif., the multiple chamber unit can dispose of 500 lb an hour of construction debris without adding excessively to atmospheric pollution.

With air pollution becoming an ever-increasing menace to cities throughout the world, the practice of disposing of combustible waste by burning in the old-fashioned bon fire is becoming the object of concern and frowns by public officials and clean-air-minded citizens.

Building contractors have always disposed of scrap lumber, cement forms, cement sacks, tar paper and crating by raking the debris into a huge pile and adding a lighted match. The result is several hours of billowing black, brown or white smoke. On a major construction job, this "cleaning up" might continue every day for months.

Los Angeles county contractors were hard hit when, in late 1947, the Air Pollution Control district adopted a regulation limiting smoke emissions to specific densities and time periods. In order to avoid stiff fines, contractors began separating tar paper and other difficult-to-burn

material out of the debris and hauling the so-called "heavies" to a dump. Even so, open fires proved difficult to control and dozens of builders ended up in court.

The final blow was struck on Oct. 1, 1955, when a regulation went into effect prohibiting all open fires regardless of what was burned. As a result, all persons who formerly disposed of combustibles by burning in an open fire now had to load the material onto a truck and cart the refuse to a dump, usually many miles away. Dump fees are considered high in Los Angeles county.

Harry Brittain, a Whittier housing contractor engaged in construction of a 200 home tract when the regulation went into effect, began contacting incinerator manufacturers with a request for a portable incinerator that could be transported by him to his various projects throughout the county. The incinerator not only had to be portable and capable of quickly disposing of huge quantities of hard to burn material, but it had to pass the rigid Los Angeles county Air Pollution Control district requirements for discharge of effluents into the atmosphere.

A and B Blower Co. agreed to attempt construction of such an incinerator and from trials already made and tests conducted, the project has been hailed by industry and local government leaders as a huge success.

The key to any successful incineration is three "T"s: temperature, turbulence and time. These can be obtained only with a so-called multiple combustion chamber incinerator, the only type that will be allowed to operate in Los Angeles county after Sept. 30, 1957.

The portable incinerator which has been devised is a multiple chamber unit having three chambers through which the smoke must pass before it can enter the stack. Material to be burned is placed in the first or ignition chamber. The smoke passes through the second or mixing chamber then to the combustion chamber and out the stack. Three butane burners are injected into the second chamber to raise the temperature and so help the smoke "burn itself up." The burners are fed by two horizontal trailer-size butane tanks, located in a rack on the front of the unit. A temperature of 2000° F is maintained in the second chamber.

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CHEVROLET **NEW CHEVROLET**
TASK-FORCE TRUCKS

Anything less is an old-fashioned truck!

Burning the smoke by means of butane burners makes use of the secondary combustion principle. It is similar in theory to the well-known demonstration of putting a burning match in the smoke stream from a cigarette with the result that no cigarette smoke is visible above the match.

Built at a cost of \$4000, the retort-type portable burner is made of reinforced steel and lined with a 4½ in. layer of plastic refractory brick. It is seven ft long, seven ft wide and six ft high and weighs 4000 lb. In this first model, the incinerator has been placed on a frame with four automobile wheels and heavy duty tires. For future models, however, the trailer frame will be a part of the incinerator. The 32 ft stack is raised and lowered in an arc by a hand wrench so that the unit can be towed under low bridges and power lines.

Although the incinerator can be taken off of its mobile mounting, it can be operated right on the wheels.

The incinerator has been in use for 100 hr to date with no sign of warping of the grates or cracking of the lining. During tests by the Air Pollution Control District, not only the usual contractor's debris but objects such as rubber tires and scrap

tar were charged. Total smoke emission of any kind lasted for only 1 minute and 30 seconds during a 48 minute test. While smoke control regulations allow up to .3 grains of particulate matter per cubic foot of flue gas, the incinerator has been estimated to operate in the range of .15 to .2 grains.

As for the economics of the portable unit, use of the incinerator saves contractor Brittain \$10 per house compared with the cost of hauling. The unit therefore paid for itself in the first 400 houses. Even greater savings are expected as familiarity with the operation increases.

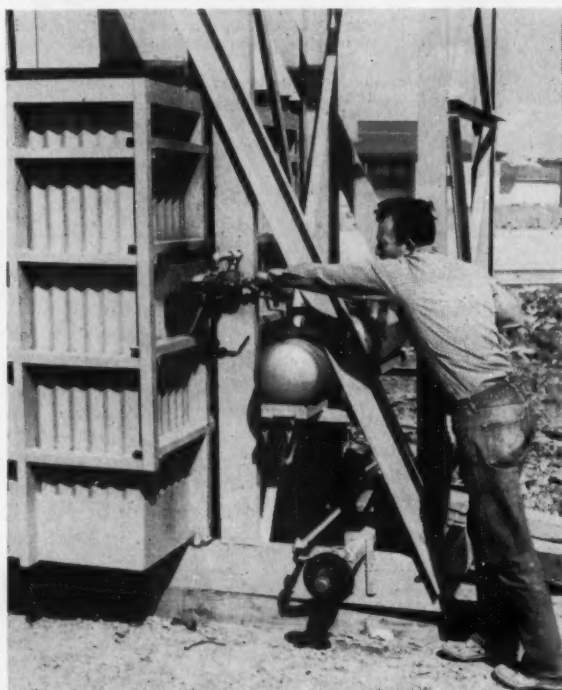
During a 60 hr period, 12 tons of scrap were disposed of at a butane cost of \$1.14 when purchased in 20 lb bottles. The butane burners are not used continuously. When the proper temperature is attained in the second chamber, the burners are shut off and are used again if the temperature falls off or when special heat is required for a particularly hard-to-burn object. It has been found practical from the contractor's standpoint to use the incinerator on a 24-hr basis to avoid cooling off with the subsequent need for bringing the temperature back up the next day.

Air Pollution Control District au-

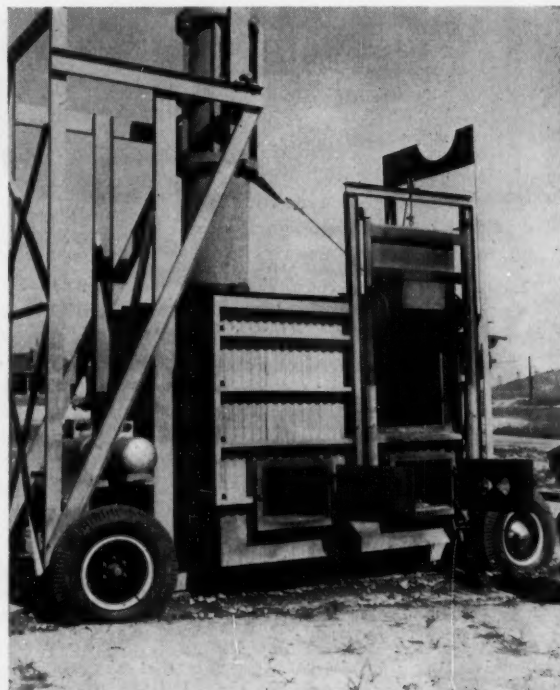
thorities see a definite need fulfilled by the portable incinerator. Disposal of combustibles has been a problem in construction of housing tracts, freeways, buildings and in the clearing of land. A large construction firm about to begin a multi-million dollar automotive assembly plant in Los Angeles county and which will be burning daily for almost an entire year has already shown great interest in the incineration unit.

Some enterprising persons are thinking of buying portable units for contract burning. Los Angeles county firms which must use incineration to dispose of material for security or other reasons but which do not have approved multiple chamber incinerators, and firms which find that hauling material to a dump is too costly, might contract with a portable incinerator owner for burning service on the plant premises weekly or at some other time period.

Even the possibility of door-to-door refuse collection has not been overlooked by county officials. They envision the possibility of a fleet of butane-burning portable incinerators moving along the city streets and burning combustible waste left at the curb by each householder. But then, that is still in the future. ■



Two horizontal trailer-type butane tanks feed three burners used for raising the temperature in the second chamber to 2000° F.



The incinerator is mounted on wheels so its owner can haul it around Los Angeles County from job to job.



Here is a sampling
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Each model shown is equipped
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oven bottom and spacious **EZE-
Kleen** fully removable broiler.



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"Blue Flame" black and copper control
knobs—black and copper electric
clock and 4-hour timer.



MODEL 306-8 ♦

Economically priced giant oven gas
range! Fiberglass insulation envelops
23-inch wide oven—white titanium
porcelain enamel finish—chrome
handles and lamp visor—black and
copper control knobs and clock and
timer—convenience outlet.



MODEL 78-1EH ♦

Practical! Porcelain cutlery and con-
diment drawer—Micro-Lite top igni-
tion—convenience outlet—lamp—
coppers tone escutcheon—black and
copper control knobs and clock and
timer.



MODEL 403-8 ♦

Four-burner apartment size! Two
giant and two regular size burners
on 10-inch centers—porcelain burner
box bottom—only 20" x 24" floor
space.



MODEL 307-1EHWZ ♦

Deluxe giant oven beauty! 23-
inch wide oven—gleaming chrome
top—coppers tone escutcheon—
black and copper control knobs
and clock and timer—backguard
lamp—convenience outlet.

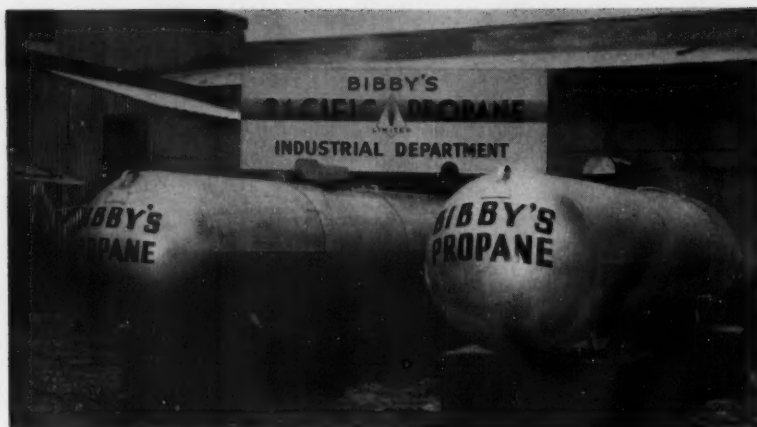
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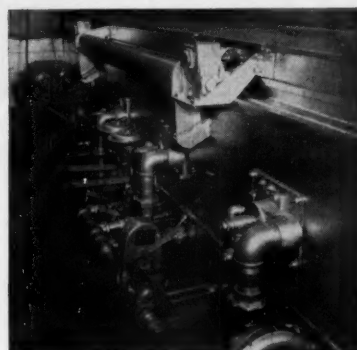
**BROWN STOVE WORKS, INC.
Cleveland, Tennessee**





It takes 40 gal. of propane per hour to operate Canada's largest french fryer. The fuel is supplied by two 1000 gal. tanks (left) each outfitted with a bell-warmer.

One of the two firing zones, each with four burners, is shown below supplying underfire heat for preparation of one ton per hour of french fried potatoes.



Propane fires Canada's largest french fryer

CANADA'S largest french fryer—capable of turning out one ton per hour of mouth-watering french fried potatoes—has been converted to operate on propane. The installation is at Fraser Valley Frosted Foods Ltd., Chilliwack, B. C.

Controlled heat is necessary for production of good french fries which must be quickly crusted on the outside to prevent the cooking oil from

saturation of the entire piece of potato. Prior to conversion, the huge fryer was heated by an oil-fired immersion tube.

Fuel consumption for the 18 by 3½ ft fryer is 40 gal. of propane per hour, supplied by two 1000-gal. storage tanks, each equipped with a vaporizer.

Design and engineering for the unit was done by Bibby's Pacific Pro-

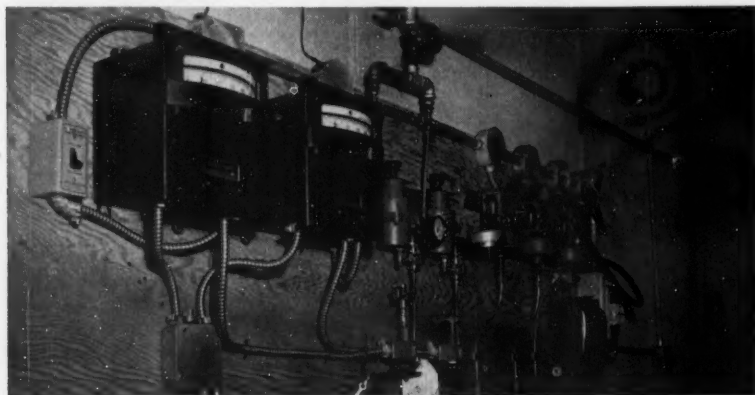
pane Ltd. of South Westminister, B. C., in cooperation with Heat & Control Inc., San Francisco.

The new propane gas underfired unit uses eight Bloom tempered flame gas burners manifolded by two firing zones. The firing rate, which has a maximum of 4 million Btu per hour, is automatically controlled by Brown indicating pyrometers. Each of the eight burners is totally enclosed and has a sealed-in spark-ignited pilot burner. Combustion air comes from a blower supplying air at a pressure of 8 oz.

Four-way safety gas valves with safety interlock switches and a manual reset overall safety gas shut-off valve give safe start protection as well as safety gas shut-off in the event of failure of power, blower air or gas.

Incorporated with the heating system is a castable refractory lined firebox which is lightweight and insulating. The system was designed to be extremely flexible and responsive to load changes.

To assure a high quality product, a portion of the cooking oil in the fryer is continuously circulated through a filter to remove fine particles. ■



These temperature regulating and automatic safety controls assure a constant, controllable and safe supply of propane for generation of the 4 million Btu per hr required by the fryer.

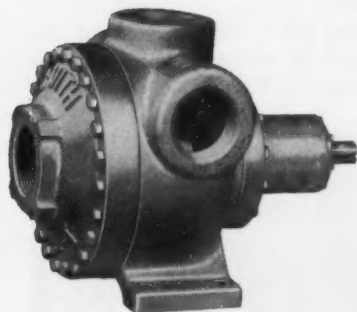
PENNY-WISE AND PUMP-FOOLISH



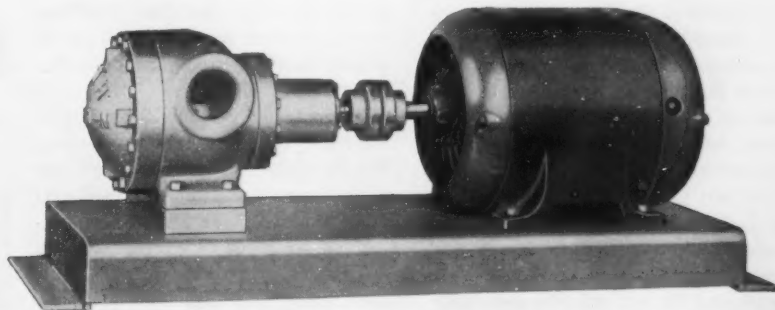
When you pay out your next \$5,000 for a new delivery truck, or \$20,000 and higher for a new bulk plant, remember that the pump you specify is the heart of the entire system, because the PUMP DOES ALL THE WORK. Your large investment will bring returns proportionate only to the kind of job the pump does for you. The finest pump may cost a hundred dollars more, but because it does a better job it pays big dividends on your entire investment. The pump is the last thing to economize on.

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6. **Ten Standard Models.** You can choose a pump just right for the size of your truck or bulk plant, for highest efficiency.
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Mushrooms require constant heat

L. P. gas is the answer



Mushrooms are grown in large trays, placed in tiers one above the other. The trays are stacked in unlit buildings (upper) in which a constant, specific temperature must be maintained. The Golden Gas Co. was given space for bulk storage on this mushroom farm (lower) which now needs no storage tank for itself. Gas from the bulk plant is metered directly to the mushroom farmer's boiler room.

By J. ARTHUR THOMPSON

WHEN your appetite is keen and your purse is decently filled, you may sit down to a steak smothered in mushrooms. Now a lot has been said about the costs and problems of producing the steak, but did you ever look into the problem of raising mushrooms?

A visit to the mushroom farm of R. C. Nagel, near Golden, Colo., is quite enlightening. Bob Nagel has been growing mushrooms for some years and he can tell you definitely that growing good mushrooms commercially requires a lot of knowledge and quite a bit in the line of equipment.

Among the many requirements of mushroom raising is a heat source that is reliable, constant and controllable. L. P. gas does the trick.

Commercially, mushrooms are grown in large, barnlike buildings which are well insulated and which can be kept at predetermined temperatures at all times.

Large trays, perhaps 5 by 8 ft in size, are built one above another. Narrow aisles are left between these tiers of trays which hold the soil and the compost. There are no lights.

When mushrooms are planted, the soil is first sterilized at 180°; peak heat in the buildings is at 140° and it is held there for about six hours. Planting is done at 75° and the buildings are held at that temperature for two weeks and then lowered to the growing temperature of 58 to 60°.

The Bob Nagel plant has two hot water boilers with Jerry Finn conversion burners for L. P. gas. One

boiler is generally used for sterilizing and peak heat and the other for holding the buildings at growing temperatures, although if necessary one boiler could do the entire job.

Hot water and heat from these boilers are also used for a small canning plant which is used for surplus production.

Previous to the installation of L. P. gas, coal was used as a heat source. As coal could be obtained at an unusually advantageous price, the switch to L. P. gas entailed higher fuel bills.

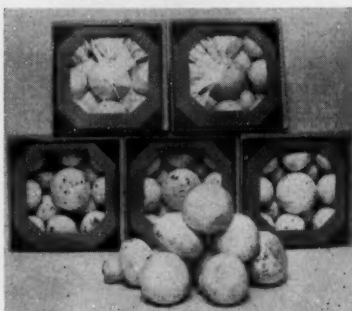
The higher cost was offset by the savings in labor and by the convenience and cleanliness of L. P. gas. It not only did away with a large amount of soot and smoke, but it also eliminated the fire hazard from sparks which were often produced by coal fires. As the buildings are frame and insulated by shavings, this is a real advantage.

The Nagel mushroom farm is serviced by the Golden Gas Co., of which Ernie Knutzen is president. Knutzen needed a site for a bulk plant and persuaded Bob Nagel to let him have a small spot not far from the mushroom buildings.

When Nagel decided to use L. P. gas for his operations, there was no need to bother with a storage tank. Knutzen just ran a 1¼-in. vapor pipe directly from his bulk plant over to the boiler room. Very simple. No delivery problems for the gas is metered.

At peak loads the mushroom farm uses around 2500 gal. per month. At other times, it will drop down to around 1000 gal. per month.

The whole set-up makes an unusually convenient, simple and safe operation for everyone concerned. ■



L. P. gas played a big part in growing these mushroom which are shown ready for the market.



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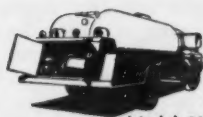
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BUTANE-PROPANE NEWS

editorial staff expanded



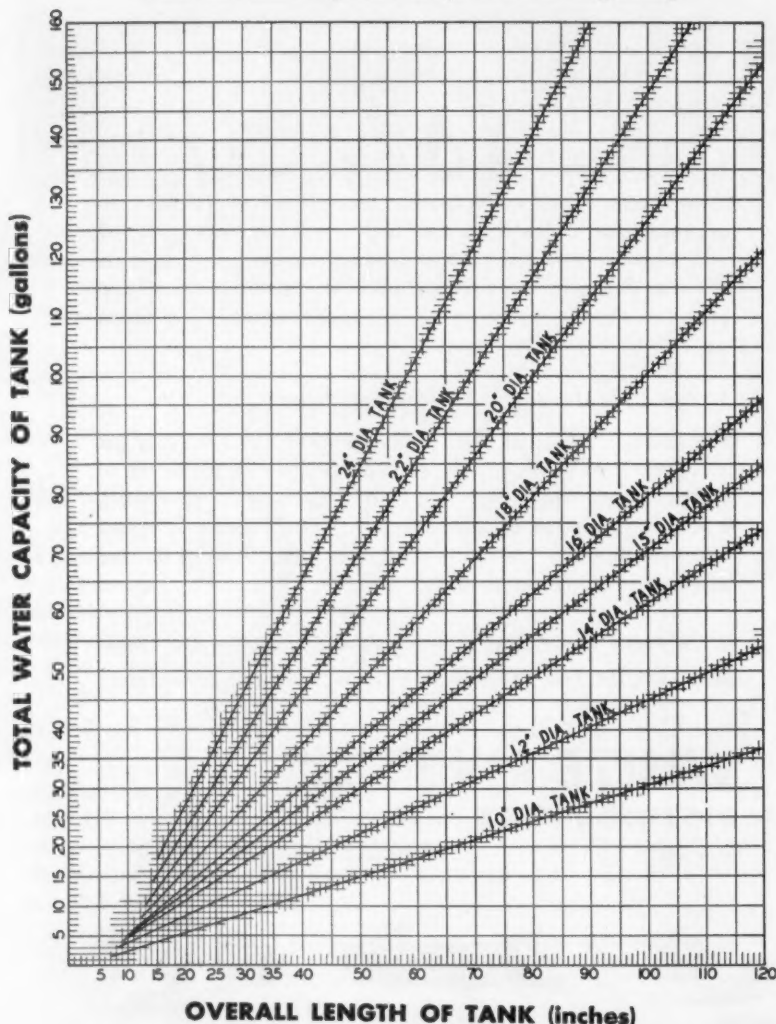
Robert Sipchen



Martin Brower

Here's an easy way to figure ...

LP-GAS FUEL TANK CAPACITIES net LP-Gas equals 80% of full capacity



—Courtesy Santa Fe Engineering & Equipment Co.

To keep our editorial services in line with the expanding needs of the L. P. gas industry, two new members have been added to the staff of BUTANE-PROPANE News. Martin A. Brower will serve primarily as associate editor, spending most of his time in the Los Angeles office and keeping in contact with the industry in the Western states. Robert J. Sipchen will have a roving assignment as field editor, with headquarters in Chicago.

A native of Los Angeles, Brower came to BUTANE-PROPANE News after four years with the Los Angeles county air pollution control district, where he worked in the public information and education division. As part of his duties he wrote many articles on smog and its control for newspapers and national trade publications, radio, TV and motion picture films, and wrote the semi-monthly Newsletter issued by the board. Among the special reports that he prepared was "Basic Data on Air Pollution Control in Los Angeles County," which is currently accepted as the authority in the field.

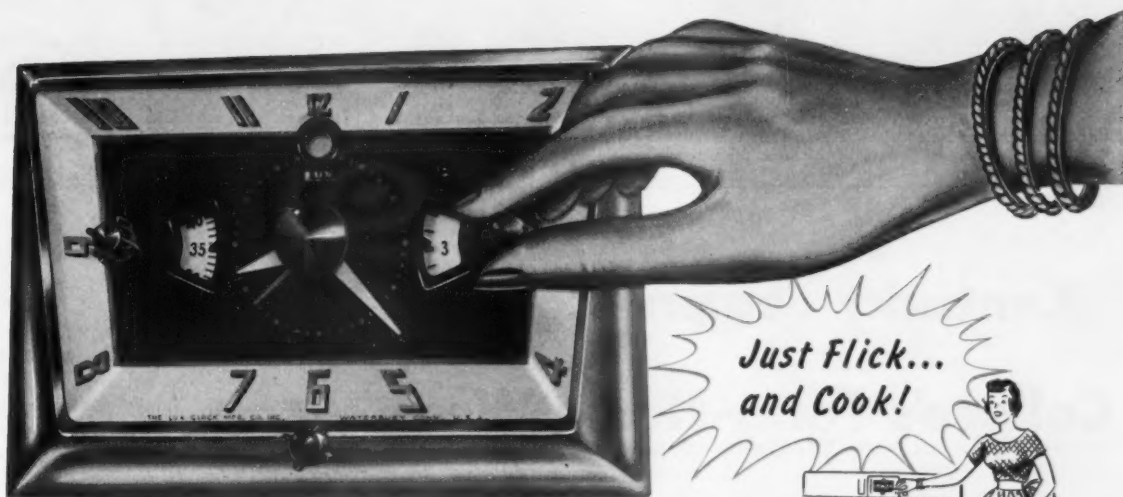
A graduate of the University of California at Los Angeles' School of Business Administration, Brower was editor-in-chief of the college daily paper, the *UCLA Daily Bruin*, as well as chairman of the UCLA publications board with overall responsibility for the University's monthly magazine and yearbook. He is a member of Pi Delta Epsilon, national honorary journalism fraternity.

Robert Sipchen comes to BPN with eight years' experience in various operating phases of the L. P. gas industry including service, installation and safety.

As a service and installation engineer with a retail operation of the Skelgas division, Skelly Oil Co., he installed and serviced most types of domestic appliances and farm and small industrial equipment. He completed the National L. P. Gas Institute course in Tulsa, and is a graduate of the Southern Technical Institute, Chamblee, Ga., where he majored in gas fuel technology. While in attendance at this school he served as assistant instructor in the fuel laboratory, and became vice president of the Gas Fuel club.

After graduation he worked in the safety engineering department of Marsh & McLennan Inc., a general insurance agency of national scope handling numerous L. P. gas accounts. As safety engineer in the Chicago office of this company he kept in close touch with the LPG industry and its problems. ■

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WATERBURY 20, CONNECTICUT





More than 900 corsages (left) were presented homemakers who flocked to the Kentucky L. P. Gas Association's exhibits at the University of Kentucky's Farm and Home Week. Heading the association's exhibits was a completely automatic, built-in L. P. gas kitchen (right). Appliances used were selected by lot from a list of associate members.

Kentucky dealers score at College's Farm-Home Week

TAKE 2000 interested farmers and homemakers from all over Kentucky, sprinkle liberally with L. P. gas dealers and appliance manufacturers from the four corners of the state, add a top event like the University of Kentucky's 44th annual Farm and Home Week, stir rapidly with the Kentucky L. P. Gas Association, and you have a stronger foothold for L. P. gas topped off with sparkling sales promotion—a most delectable dish.

Each year the Kentucky association works hand-in-hand with members of the university's School of Home Economics and the extension division of the College of Agriculture in presenting exhibits at the Farm and Home Week. This year, the undertaking was considered the most ambitious and most successful of all.

Two exhibit areas were actually occupied by the association and its associate members—one in the farm exhibit and the other in the home show.

Highlighting the home show exhibits were three displays built by the association to the specifications of the university's home economics department. One was a completely automatic, built-in L. P. gas kitchen. This was designed for a small room in an area of abundant water supply.

It included a built-in oven, a built-in range top, a combination dish-washer and garbage disposal, a refrigerator and a washer-dryer combination.

A second exhibit was a large remodeled farm kitchen in which the new kitchen area was placed in one part of the room, leaving the remainder free for other activities. The third association exhibit was a modern L. P. gas utility room featuring a "wash-up" area. This included a 40-gal. automatic water heater, a forced air furnace with space left to include an air conditioning unit at a later date, a gas incinerator and a washer and dryer.

Appliances used in the model rooms were chosen by lot from a list of associate members. All non-appliance furnishings were supplied by a Lexington, Ky., department store. The booths were staffed by members and associate members.

In addition to the model kitchens and utility room, eight booths in the home show were filled with L. P. gas home appliance exhibits and nine booths were occupied in the farm exhibit including crop driers, tractors, brooders and other farm equipment. These were handled by the associate members with set-up expenses borne

by the association. L. P. gas for all exhibits was supplied by Blue Grass Butane, Lexington.

Promotional activities included distribution of 900 corsages, hand made by association members, and the serving of 1000 cups of coffee over the snack bar of one model kitchen. A \$100 bill was awarded as a registration prize with an offer that the value would be doubled if the bill were spent with an LPG dealer who is also an association member. This resulted in 1297 farmers and homemakers registering with the association.

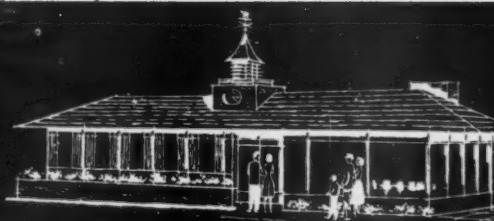
One of the appliance exhibitors, the Ruud Manufacturing Co., presented visitors with 2500 boxes of a new detergent and the association's finance chairman arranged for a homemaker to win a five-year supply of the washing powder.

The association gave a buffet dinner during the festivities for the School of Home Economics, the Extension Division of the College of Agriculture and the Kentucky Home Demonstration Agents Association.

In charge of the role played by L. P. gas were the officers of the Kentucky L. P. gas Association including President Frank W. Truitt Sr., First Vice President Elmer B. Roll, Second Vice President Irvin F. Etscorn, Executive Secretary Frances L. Holiday and Treasurer Charles E. Nead. Working directly with the officers was the public relations committee headed by George Gawthrop.

The Kentucky L. P. gas group has pioneered in work with the university's homemaker program and has worked closely with the school's home economics department for a number of years. ■

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Convention Briefs

ITEMS OF INTEREST FROM THE CONVENTION IN CHICAGO



Raymond Moley will speak to an anticipated audience of 4500 gas men

RAYMOND MOLEY, widely read magazine and newspaper writer on national affairs, will speak to an anticipated audience of 4500 gas men on today's trend in business. He is the opening speaker on the convention program of the national LPGA, which takes place May 6-9 at the Conrad Hilton hotel, Chicago.



Raymond Moley
Opening Speaker

Mr. Moley's address is slated for noon May 7. On the previous day the annual trade show of 250 booths will have been opened. This year's meeting and show mark the silver anniversary of the national trade association of butane and propane marketers and suppliers. The group was organized in 1931 as the National Bottled Gas Association and renamed later when dealers in bulk-delivered gas joined the group.

On Monday, President C. J. McAllister, Parlett Gas Co., Waldorf, Md., will deliver his annual report and conduct a brief business session. A representative of the National LP-Gas Council will also speak.

Other speakers thus far announced by Charles O. Russell of Des Moines, Iowa, convention chairman, include W. A. Schuette, Hausgas Inc., Washington, Mo.; Thomas J. O'Neil, director of the sales and advertising staff for Ford Motor Co.; M. H. North, advertising and sales promotion director of Oklahoma Natural Gas Co.

Mr. O'Neil will be another speaker on the Monday program. Messrs.

Schuette and North will address a marketers' section program on Wednesday.

The marketers' meeting this year will be geared to sales and load building. Mr. Schuette's address will report on his firm's success with a heating load promotion centered around the heating contractors. The current-



M. H. North
Okla. Natural



T. J. O'Neil
Ford Motor

ly popular all-gas unity program linking the sales efforts of city and L. P. gas firms will be explained by Mr. North whose company has been cooperating with LPG dealers.

The marketer meeting will also feature a panel on load building and off-peak sales. Speakers will be chosen from LPGA's newly appointed committee on summer load building.

Sectional meetings for Canadian producers, members, appliance and equipment manufacturers are also being planned. State association presidents will meet Tuesday morning.

On the entertainment side LPGA will stage the silver anniversary edition of its famed Gas Flame Gaeties. This revue will follow the annual banquet Wednesday evening and wind up the four-day meeting. There will also be a cocktail party Tuesday evening, open to registrants.

Entertainment feature of the Wed-

nesday luncheon will be Pat O'Brien, movie, stage, and TV star.

For the ladies and other members of the L. P. gassers' families a separate program has been arranged. The ladies will also share in a silver service drawing to take place during the banquet.

The birthday theme will be emphasized in the metal key chain to be given each registrant as part of his convention badge.

Displays filling all the hotel's exhibit space will be opened Sunday afternoon. For this day a special badge will be issued admitting L. P. gas men whose duties will keep them at home during the rest of the show. Exhibits will also be open Monday morning, all day Tuesday and Wednesday morning.

System prevents driving truck with hose connected

The petroleum industry has experienced accidents when a truck has been driven away with a connected hose. With the new CG vacu-brake system developed by Cal-Gas Corp. it is not possible to drive off with either a hooked up loading or unloading hose. In addition, the engine can still be used to pump on or off, and there is no possibility of the filling nozzle falling off and being dragged down the road.

A California Liquid Gas Corp. transport driver, Gus Garcia, had an idea that started the development of this device. Since that time an intensive experimental and testing program has taken place in the shop of the Cal-Gas organization, which has resulted in the present development.

The complete system consists of two separate units. Both units are operated through a connection to the vacuum booster line. Unit 1 of the system is shown in Fig. 1. This unit is mounted on the loading valve and is connected in such a way that a lever blocking the valve must be

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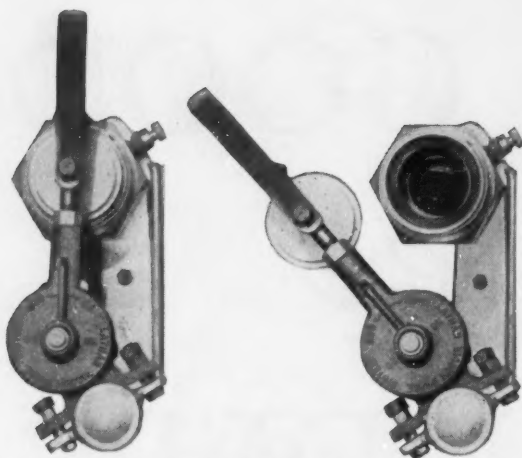


Fig. 1. Unit No. 1. Loading valve unit showing both open and closed positions.

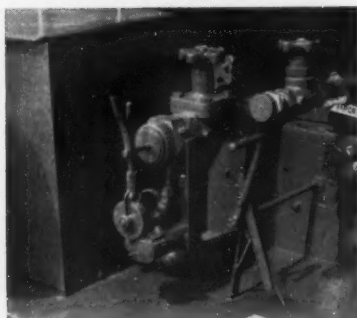


Fig. 2. Typical installation of Unit No. 1. Loading valve, blocked position. Truck can be driven.

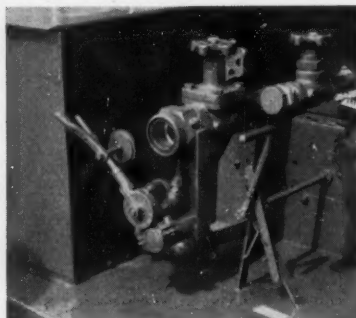


Fig. 3. Unit No. 1. Loading valve lever moved away from valve opening. Truck cannot be driven.

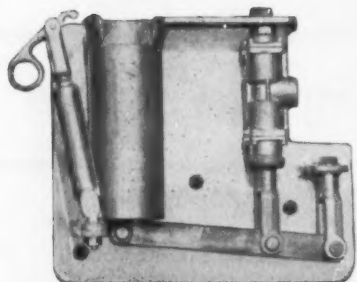


Fig. 4. Unit No. 2. Unloading or delivery unit shown with nozzle out and ready for delivery.

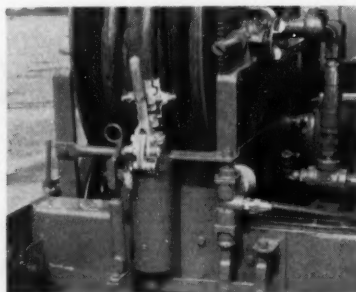


Fig. 5. Typical installation of Unit No. 2 (upper). Unloading unit, nozzle in place and hooked. Truck can be driven. Fig. 6. Unit No. 2. Unloading unit (lower), nozzle ready for delivery. Truck cannot be driven.

Convention Briefs • Cont'd

moved before the loading hose can be connected. A typical installation is shown in Fig. 2. The instant the lever is moved (Fig. 3) the brakes are immediately set and cannot be released until the hose has been disconnected and the lever moved back in front of the valve.

Unit 2 of the System is the unloading unit, illustrated in Fig. 4. This unit is mounted near the delivery hose assembly and is adaptable to most types of delivery nozzles. A typical installation is shown in Fig. 5. This unit contains a receptacle for the nozzle and is connected in such a way that when the nozzle is removed for a delivery, (Fig. 6) the brakes are set and cannot be released until the nozzle is replaced in the receptacle. A latch holds the nozzle firmly in the receptacle when the delivery hose is not in use. These two units operate independently of each other and can be used separately.

According to the manufacturer either or both are readily adaptable to any truck using a hydraulic braking system with a vacuum booster.

Insurance companies were called in for a demonstration and the system received their hearty approval.

The CG vacu-brake lock safety system will be shown for the first time at the Western Liquid Gas Association Convention in Fresno, Calif., and at the National LPGA Convention and Trade Show in Chicago.

LPG filling station sparks J. B. Beaird Co. exhibit

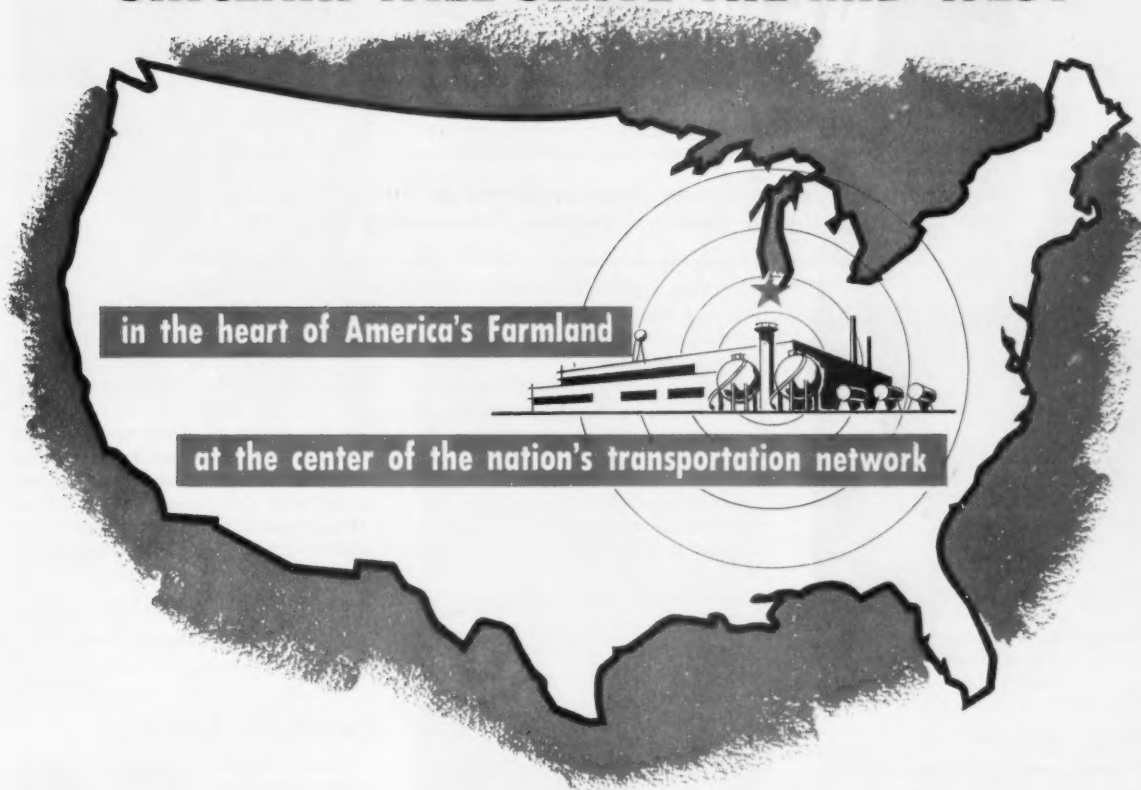
A "live model" of an L. P. gas filling station will highlight the J. B. Beaird Co. Inc., display. The Beaird packaged filling station will be set up for simulated operation as part of the firm's \$5000 exhibit, according to J. L. Tullis, vice president and general manager of sales.

A silver coffee and tea service will be awarded by the Shreveport, La., company as a part of its other convention activities. Winner of the gift, presented in honor of the 25th anniversary of the LPGA, will be determined by a drawing on the final day of the convention. Numbered "Profit Plan Bucks" are to be passed out to all convention participants to make them eligible for the drawing.

Continued on page 135

A new source for nitrogen chemicals

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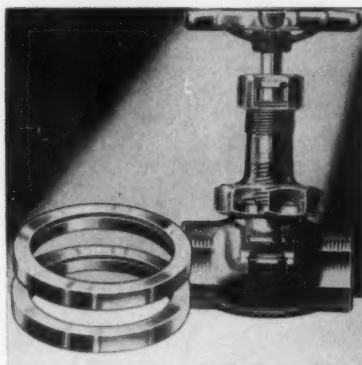
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WHAT'S NEW

IN PRODUCTS AND TRADE LITERATURE

For further information on items reviewed in this section use the convenient post-paid Readers' Service Cards on pages 131, 132



Globe valve

Model: LQ600-200.

This is a new line of bronze globe valves, rated at 200 lb steam pressure at 400 lb water, oil and gas pressure introduced by Lunkenheimer Co.

Description: The development is a companion valve to the 150 lb SP, 300 lb WOG which answers the need for a higher-pressure, throttling globe valve.

Construction: The valve design includes a new alloy seating metal developed by Lunkenheimer and now known as "Brinalloy." Brinalloy seats and discs are hardened all the way through, making them more resistant to wear and corrosion than 500 Brinell stainless steel and exceeding the wear resistance of 1000 Brinell case-hardened stainless steel.

Also the valves have the flat-seat design. The seats and discs are lapped to obtain a micro-optically smooth, flat, leak-proof seal. These perfectly flat surfaces are integral parts of the

disc and body and do not need re-grinding or replacement according to the manufacturer.

Features claimed: Lunkenheimer "Stemalloy" stem, which minimizes thread wear; the no-slip easy-to-turn handwheel; hex head gland; deep packing nut for firm thread engagement; large packing box; union bonnet; and back seats which facilitate repacking while the valve is wide open.

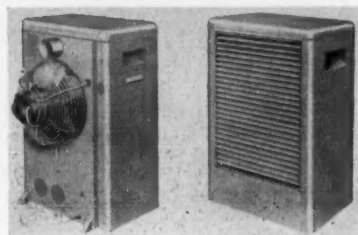
Lunkenheimer Co.

Circle 1 on Readers' Service Card

the burners operate with short "on" cycles, the fan will always operate at low speed. During severe weather when the time modulating thermostat calls for longer operating cycles, the fan comes on at low speed, shifts to high when the temperature in the heat exchanger reaches a pre-set point, then drops back to low before going off after the burners shut down and the heat exchanger begins to cool.

Reznor Manufacturing Co.

Circle 2 on Readers' Service Card



Room heater

Greater operating efficiency for greater comfort, improved appearances and relocation of controls for increased ease of service are the principal features of the new "Flexi-Temp" design adopted by the Reznor Manufacturing Co. for its gas-fired floor model room heater.

Description: The fan is now controlled by a temperature-sensitive automatic fan speed selector which operates independently of burner controls. During mild weather when

Flush-to-wall furnace

Model: GH125

Neat and compact, approved for flush-to-wall installations in closets or utility rooms, Perfection Industries' newest gas hi-boy furnace is a real space saver and is engineered for fast, simplified installation.

Description: With an input of 125,000 Btu per hr, this furnace is available in three versions — the standard, deluxe and the custom deluxe. The standard model GH 125 has an on-off fire with a belt-drive motor. The deluxe model GH 125V features Perfection's patented modulating air control, "Regulaire," for smooth, even distribution of warm



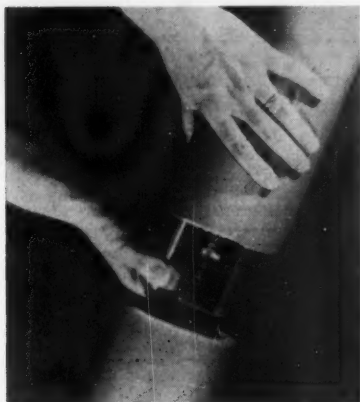
For further information on these products use Readers' Service Cards on pages 131, 132

air room-to-room floor-to-ceiling throughout the house.

Requiring less than 7 sq ft of floor space, all models in this GH 125 series have thermostat, combination blower and limit control with summer circulation switch built into each furnace.

Perfection Industries

Circle 3 on Readers' Service Card



Glass fiber air duct

Model: Insul-Pipe

A new prefabricated air duct is designed to solve the problem of uniform application of thermal insulation and vapor barrier to metal ducts that pass through attic and crawl space areas.

Description: This duct is made entirely of glass fiber and plastic. Glass fibers bonded with phenolic resin make up the new duct material. The outside surface is completely covered with a tough film of aluminum-pigmented vinyl. A short metal expansion coupling is used to join straight sections of Insul-Pipe.

Features claimed: Simple to install, requires no wrap-around insulation or separate moisture barrier, and will not deteriorate under extremely high or low humidity conditions.

Gustin-Bacon Manufacturing Co.

Circle 4 on Readers' Service Card

Central heating units

Temco, Inc. is currently producing a series of counter-flow central heating units in three sizes, 80,000, 100,000, and 125,000 Btu input. Besides the counter-flow units, the central heating line includes lo-boys, hi-boys, horizontals, and gravity furnaces. Also available are air-cooled air conditioning units of 2-, 3-, and 5-ton ca-

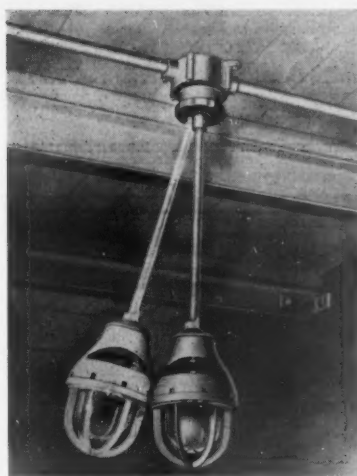
capacity for use in combination with the warm air furnaces.

Description: The new Counter-Flow units, featuring ceramic coated heat exchangers, have a high-temperature porcelain enamel finish which is similar to that used on jet aircraft combustion chambers and will neither rust nor burn out. They are approved by AGA at 225° above either steel or cast iron heat exchangers.

These units are designed for single floor homes and are for perimeter heating in either slab construction homes or homes with a crawl space area. The flow of the air is reversed, with the return air taken in at the top and the heated air discharged at the bottom. The warm air is circulated in the ducts which are either imbedded in the concrete slab floor or run in a crawl space area.

Temco Inc.

Circle 5 on Readers' Service Card



Explosion-proof fixture hanger

The industrial lighting industry's first explosion-proof and dust-tight flexible cushion fixture-hanger, designed to eliminate damage to fixture and stem assemblies while supporting loads up to 65 lb, has been developed by Crouse-Hinds Co.

Description: Action of a high-strength brass bellows is aided by a stainless steel cushioning spring to permit movement of the fixture stem as much as 15° from vertical in any direction. A set screw locks the threaded stem in place. Stem assembly of this fixture-hanger is designed so that it will not turn or twist the wires or connections.

Crouse-Hinds' new flexible cushion fixture-hanger meets NEC requirements for flexible support of pendant

fixtures on rigid conduit stems longer than 12 in.

Factory-assembled fixture-hangers with junction condulets are available in 1/2- and 3/4-in. hub and fixture stem sizes. Also available are separate fixture-hangers which mount on any of the CPS series form 20 condulets.

Crouse-Hinds Co.

Circle 6 on Readers' Service Card

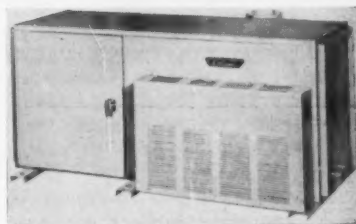


Propane cylinders

Propane cylinders, ICC type, for stationary installation, in sizes from 150 to 420 lb capacity are being manufactured by Steel Cooperage Division of Serrick Corp. Facilities for producing these larger cylinders were recently purchased from Trageser Copper Works, and are now in full operation in the Detroit plant of Steel Cooperage. They are marketed under the trade name of "Lee."

**Steel Cooperage Division,
Serrick Corp.**

Circle 7 on Readers' Service Card



Air conditioners

Chattanooga Royal Co. has announced a new line of four "Royal" home heating and air conditioning units.

Description: The GS series horizontal units, will fit into the attic,

utility room or crawl space. They are constructed in modern styled cabinets with Hammertex finish, and fitted with centrifugal blowers, replaceable type filters and Royal burners.

The GC counterflow series of gas-fired units has been specially designed for installation in houses constructed without basements. These models introduce the "reverse flow" principle, which discharges the warm air through an opening in the base of the cabinet into pipes or ducts located either in the floor slab or in the crawl space below the floor.

Royal GH or hi-boy is shaped like a closet, offers heating comfort at a minimum operating cost because it is designed and engineered for efficient, trouble-free and economical performance.

Simple to install because the units are shipped completely assembled and wired ready for use, are the GL series of lo-boy units, which are shaped for easy installation in a basement of utility room.

Chattanooga Royal Co.

Circle 8 on Readers' Service Card



Charcoal type gas broilers

Until recently the Lazy-Man charcoal type gas broiler has been available only in its basic form—adaptable for kitchen broiling or insertion in existing charcoal burning fireplaces.

Description: These inexpensive, easy to operate broilers are now available either partially or completely stainless steel covered, the partially covered units being designed for brick or stone facings thereby creating a fireplace effect. For counter installations the totally covered broilers offer a compact and

graceful appearance. These broilers will operate under a good exhaust hood. Single units or sets of 2, 3, or 4 units are available for a variety of broiling capacities.

Chicago Combustion Co.

Circle 9 on Readers' Service Card

Central furnace



A new product of Kresky Manufacturing Co. Inc. is a counter-flow, central heating, forced air furnace.

Description: Input capacities range from 75,000 Btu to 150 Btu, and the unit has oversize blowers which enable it to be easily applied to air conditioning. Filters can be easily replaced without removing the flue pipe or draft diverter, and it has an extra heavy heating element which is die-formed and electrically welded.

The automatic controls insure continuous operation with special safety against pilot outage or excessive heat within the unit.

Kresky Manufacturing Co. Inc.

Circle 10 on Readers' Service Card



Kitchen range

One of the outstanding features of the new RCA Estate ranges is the centered griddle which can be converted to a super-size grate for large scale cooking, canning or deep fat frying. The griddle, itself, can be used for grilling, warming or maintaining a slow boil. The cover may be removed or raised to serve as a splasher back.

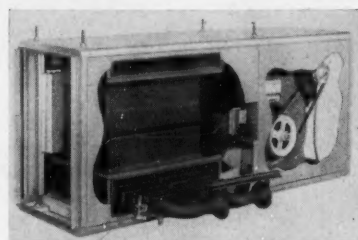
Another important advantage is the "Bar-B-Kewer" where meat oven

cooks with radiant heat exactly the same as over charcoal.

Description: To avoid dirt-catching crevices, corners of range are rounded. Front end panels and the cooking top are finished in acid-resistant porcelain enamel. Control handles are easy to grasp and clean and are smartly styled.

Whirlpool-Seeger Corp.

Circle 11 on Readers' Service Card



Horizontal furnace

Holly Manufacturing Co. has announced a new horizontal forced air furnace available in five sizes, ranging from 60,000 to 140,000 Btu per hour.

Description: The new furnace, may be suspended from ceilings or placed in attic, crawl spaces or basements at minimum installation cost. No floor space is necessary.

The company, a division of the Siegler Corp., now produces a complete line of forced air furnaces, including upflow, counterflow and horizontal, as well as the "NarrowWall" recessed wall heater and the "Stubby" line of floor furnaces.

Holly Manufacturing Co.

Circle 12 on Readers' Service Card



Plastic eyeshield

An innovation in protective, flexible, plastic eyeshields is a new fog-proof design. A method has been developed of integrally molding the nicked screen right into the plastic frame.

For further information on these products use Readers' Service Cards on pages 131, 132

Model: Airflow.

Description: The Airflow features a non-corrosive nickle-plated 20 mesh ventilating screen that is over 10 in. long. By increasing the air circulation and reducing the area of air traps, cool, fog-free ventilation is achieved. It has a bigger ventilating area than the area around spectacles without sideshields.

Full vision sideways and downward is an additional feature built into the frame. The pantoscopic angle (lens tilting in toward the face as in personal glasses) permits greater work area vision without moving the head forward.

United States Safety Service Co.

Circle 13 on Readers' Service Card



Cooling conditioners

Air-cooled cooling conditioners in 2-, 3- and 5-ton capacity SRA models are available in the Janitrol line of cooling conditioners for 1956.

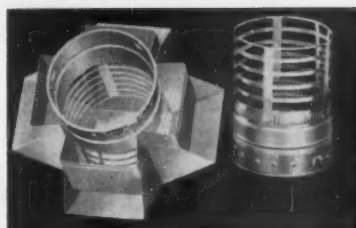
Features claimed: Any existing warm air heating system may be adapted for cooling with the new SRA air-cooled units. They may be teamed with vertical up-flow, counterflow or horizontal furnaces of standard make, gas or oil fired, and are especially suited for use with Janitrol winter conditioners.

Description: The evaporator coil is housed in a compact, all-steel cabinet and is adaptable for either vertical or horizontal air flow. The evaporator coil mounts easily in the outlet air duct.

The compressor-condenser with "top-exhaust" cannot cause "drying out" of shrubs and flowers planted close by, and utilizes the cooler ground air for cooling. It features a condenser especially designed for use with air-cooling rather than a compromise unit.

Janitrol Heating & Air
Conditioning Division

Circle 14 on Readers' Service Card



Vent top

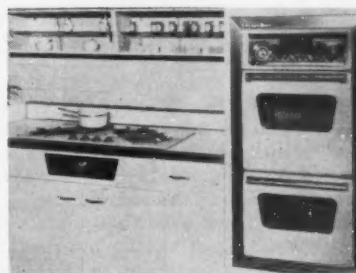
The irritating problems of nesting birds and accumulating debris in external gas vent openings has been solved by an improved belmont top recently introduced by William Wallace Co.

Description: The new version of the belmont top includes an interior grille which effectively bars small birds from entering the vent outlet and acts as a filter to prevent twigs, leaves, paper and other debris from clogging the discharge opening.

By keeping the external outlet free from obstructions, the grille assures optimum vent performance, thus facilitating dependable, trouble-free venting throughout the house, according to the manufacturer.

William Wallace Co.

Circle 15 on Readers' Service Card



Built-in oven, burners

Gaffers & Sattler, the gas range division of Utility Appliance Corp., announces the introduction of its first built-in oven and burners.

Description: One of the features is the oven Sentinel automatic roasting control. The dial of the Sentinel can be set to rare, medium, well-done, or any point inbetween. The stainless steel probe is inserted in the meat, and the oven turned on. When the roast is completed the oven automatically shuts off, and a signal indicates the meat or poultry is ready for serving.

Features claimed: Modern cooking conveniences are incorporated in the burners including the top-burner timer that shuts off automatically when cooking time is completed.

Low-heat pilots save fuel and keep range cool to the touch; pressure regulator maintains an even flow of gas to all burners regardless of variation in fuel supply and the gas filter guards against clogged pilots.

Utility Appliance Co.

Circle 16 on Readers' Service Card

Gas indicator

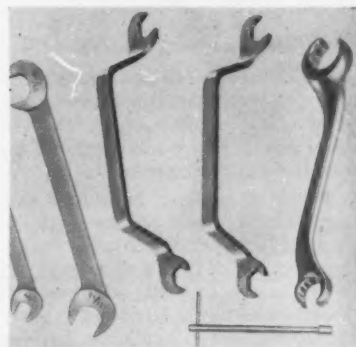
Mine Safety Appliances Co. has just introduced a new line of portable instruments designed to meet every industrial need for detecting and measuring flammable gases and vapors.

Description: Four models, each intended for specific functions are included in this new line of combustible gas indicators. All models are the same size and use standard detector and compensator filament units which are obtainable from MSA warehouse stocks throughout the country. A spare set of the easily replaceable filaments is mounted within each instrument.

One of the principal features of the new instrument is its compactness. It weighs only 6 lbs, in contrast with the 12-lb weight of earlier models. Power to operate the instrument is supplied by eight dry-cell flashlight batteries.

Mine Safety Appliance Co.

Circle 17 on Readers' Service Card



Serviceman's wrench set

A complete, time-saving set of tools for servicing ranges is now available from E. F. Griffiths Co.

Description: This set has been specifically designed and approved

by range manufacturers and operators to perform every function in the servicing and installation of the latest model ranges equipped with flared fittings.

A complete catalog is available upon request.
E. F. Griffiths Co.

Circle 18 on Readers' Service Card



Trench digger

Features claimed: A portable, one-man operated machine, the Pow-R-Spade digs a neat 2½ in. wide trench to any depth up to 24 in. It has been designed especially to dig the trench for pipe or tubing required for an L. P. gas bulk installation, doing away with hand digging.

Description: Powered by a standard four cycle gas engine. Blades of digger are designed for self-cleaning even in wet soil. Depth of trench is controlled by handles on sides of machine. Oil sealed bearings provide minimum of maintenance. During engineering tests, Pow-R-Spade dug a trench 18 in. deep at a rate in excess of 10 ft per minute.

Stampings Inc.

Circle 19 on Readers' Service Card

Motor oil

Algas motor oil has been introduced to overcome lubrication problems that may accompany the use of ordinary motor oils in L. P. gas and natural gas engines.

Features claimed: Maintains constant viscosity and resistance to the higher temperatures usually resulting from use of L. P. and natural gas. Meets increased load conditions imposed by higher horsepower engines. Additives control oxidation, prevent corrosion and increase film strength and oiliness. Reduces formation of sludge and varnish and increases mileage, horsepower and engine torque.

Algas Fuel Service Inc.

Circle 20 on Readers' Service Card

TRADE LITERATURE

Dispenser instructions

A complete "Installation and Operating Instructions for Texoil Butane-Propane Dispensers" has just been published by Texoil Equipment Inc.

The instruction booklet covers two models. Model 966-BP is the type suitable for retail sales, computing in gallons as well as dollars and cents. Model 788-BP shows gallons only, with accumulative totalizer, without interlock, and is suitable for industrial uses, fleets, etc., where product is not offered for sale.

Of special value and interest in the booklet is a fold-out spread showing a flow diagram of the dispensing system and the installation of globe and excess flow valves.

Available upon request is a 4-page catalog sheet, which also shows the installation diagram.

Texoil Equipment Inc.

Circle 21 on Readers' Service Card

Hose coupling catalog

A new 28 page, Anchor catalog—No. 400—fully describes and illustrates the patented "Flanco" 4-bolt, split-flange coupling for high, medium, low and suction return applications.

It employs the "O" ring seal. There is no need for thread compounds, no spiral leaks, no wedging of pump or valve bodies by tapered pipe threads. Use of thinner sections on valve and pump bosses are permitted with a saving in weight and cost.

Production costs are reduced by the elimination of costly pipe threading operations; separate union and swivel connections are eliminated; short stiff assemblies may be conveniently used because no deflection or twisting of hose is required in make-up of a point, and only an automotive type wrench is required for installing.

Anchor Coupling Co. Inc.

Circle 22 on Readers' Service Card

Service bulletin

Announcement is made of the first "Metalbestos" dealer service bulletin, the beginning of a new service to plumbing and heating dealers, architects, engineers and building officials. This bulletin deals with one of the most important problems in gas vent installations—vent connectors.

Future service bulletins will deal with other vent design and installation problems, providing helpful information and suggestions for those who install gas appliances.

William Wallace Co.

Circle 23 on Readers' Service Card

Cylinder catalog

A new 8-page folder entitled "Prest-O-Lite Cylinders for LP Gas" has been released by Linde Air Products Co., a division of Union Carbide & Carbon Corp. It includes descriptions and specifications of the following types of Prest-O-Lite cylinders for LPG: Standard cylinders for domestic service, cylinders for lift truck and tractor service, cylinders for lead melting furnaces, and special service cylinders.

Features and advantages of these cylinders, and extra benefits are explained. Pictures of all cylinders are included.

Linde Air Products Co.

Circle 24 on Readers' Service Card

Merchandising aids

A full assortment of ready-made model-home merchandising aids for builders is being offered by the Coleman Co. as its builders' merchandising program for 1956. The offer is being made through Coleman dealers.

In order to give the builder opportunity to stage a successful model-home promotion in detail, the heating and air-conditioning equipment manufacturer is offering approximately 20 sales tools.

Included are "talking point cards" for displays in different rooms of a house, posters explaining how air conditioning equipment works, model home identification signs, directional street signs, directional signs for control of traffic inside the house, tent cards to point out sales features of equipment in the house, "fact cards" for financing information, specimen guarantee bonds for air conditioning and water heating equipment, drop-in ad mats, label stickers for identification of salesmen, toy balloons, giant balloons for outdoor display, give-away pencils, thermometers, yardsticks, and potholders, and flags as attention-getting outdoor decoration.

A 16-page catalog of materials and services offered is available upon request.

Coleman Co.

Circle 25 on Readers' Service Card

FOR MORE INFORMATION

about New Products in this issue . . .

use these time-saving

READERS' SERVICE CARDS

Each New Product or Trade Literature item reviewed in this issue is numbered. To get further information about items that interest you, circle the corresponding numbers on the Readers' Service Card below; then PRINT your name, title, company and address plainly and drop the card in the mails (no postage is needed).

BPN will take it from there and ask the manufacturer to send you, promptly, the data you want.

Circle the Item Number here

PRINT plainly to insure
quick delivery

Please send me further information about the items circled below:

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46	47	48	49	50	51	52	53	54	55	56	57	58	59	60

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COMPANY _____

ADDRESS _____

CITY & STATE _____

June 1956

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First Class Permit No. 6955, Sec. 34.9 P. L. & R., Los Angeles, California

BUTANE-PROPANE NEWS
198 SOUTH ALVARADO ST.
LOS ANGELES 57, CALIF.

KEEP UP WITH WHAT'S NEW

in Products, Literature and Service

use these time-saving

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Each New Product or Trade Literature item reviewed in this issue is numbered. To get further information about items that interest you, circle the corresponding numbers on the Readers' Service Card below; then PRINT your name, title, company and address plainly and drop the card in the mails (no postage is needed).

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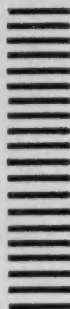
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BUTANE-PROPANE NEWS

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LOS ANGELES 57, CALIF.



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46	47	48	49	50	51	52	53	54	55	56	57	58	59	60

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quick delivery

*In the West
for a sure bet
...it's CALOR!*



CALOR's general marketing area.



**CALOR salutes the
Pacific Northwest Pipeline!**

For year 'round and stand-by demand, Calor is a sure bet to supply your requirements of LP-Gas in the West... offering the finest LP-Gas service in the West!

CALOR has the supply! Calor's many strategically located sources are your assurance of all-weather supply.

CALOR has the facilities! Calor's fleet of rail cars and truck transports deliver LP-Gas—where it's wanted, when it's wanted.

CALOR has the experts! Calor's industrial department puts trained specialists at your service to help in planning your LP-Gas requirements. For a more complete service all ways...always call CALOR...the West's Leading Independent Marketer of LP-Gas.



CALOR GAS COMPANY

114 SANSOME STREET • SAN FRANCISCO 4, CALIFORNIA

Telephone YUkon 2-3360

Serving Western America



FULL SIZE

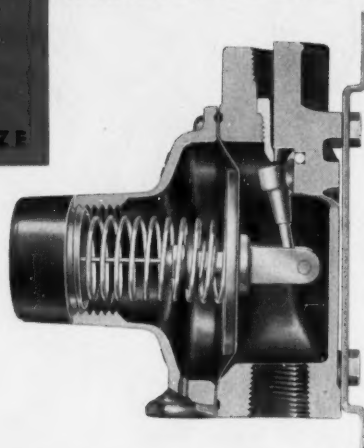
New

sel-pac

1605

LP-GAS REGULATOR

A new small regulator with big regulator features.

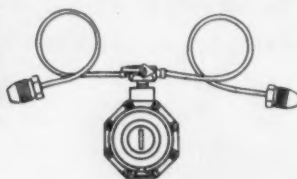


- 1 More-than ample capacity for average domestic load of range, waterheater, refrigerator and space heater.
- 2 Removable brass orifice with straight-through flow. No moisture traps. Minimizes freeze-ups.
- 3 Large diameter soft spring provides dependable control of all flame height; from pilot to wide open.
- 4 Large area "bug" screen reduces need for field calls.
- 5 Octagonal shape, strong wrench pads, body and cover of aluminum and new beautiful glossy finish enhance appeal.

Difficulties commonly associated with small regulators have largely been eliminated in the Sel-Pac No. 1605 through use of De Luxe features found only in the more expensive units. Review these features listed at left, then compare the 1605 with any other small regulator you choose. Compare it point by point under all conditions. It's a natural for the practical, thrifty minded LP-Gas dealer who needs dependability, top performance and low cost all in one unit. Send today for prices.

SELWYN - PACIFIC COMPANY

340 West Avenue 26, Los Angeles 31, California



ASSEM. NO. 356
WITH THROW-OVER VALVE



ASSEM. NO. 355
WITH DISC CHECK MANIFOLD



ASSEM. NO. 350 EL
ELBOW TYPE P.O.L. INLET



ASSEM. NO. 350
STRAIGHT P.O.L. INLET

BUTANE-PROPANE News

Purging New Containers Aids Burner Adjustments



by
**GEORGE R.
POSTLEWAIT**

President
SELWYN-PACIFIC
COMPANY

By purging we mean the removal of air, moisture or any contaminants which may be in a container. Removing these non-condensable gases and other trouble makers prevents unnecessary service calls.

On new containers and cylinders, air at approximately atmospheric pressure occupies the space within the tank prior to changing with liquid fuel. Air will not liquify as will LP-Gas under charging conditions. This means that when the tank is filled with liquid the air has been compressed into approximately 15 to 10% of its initial volume, just as in your automobile engine air is compressed to $8\frac{1}{2}$ or 9 to 1 ratio. Therefore, the air pressure within your container could well add over 100 pounds/sq. inch to the pressure of the fuel itself.

Not only does this mean (1) extra strain on the pump, hoses, equipment (2) slower filling time, (3) higher filling costs, but results in a container of fuel which may give difficulty in making burner and pilot adjustments. WHY? This high concentration of air, which has been compressed by the liquid fuel, will reduce the B.T.U. content of fuel until all the air has been removed. Thus, the first gas passing through the regulator (which would normally be used in making burner adjustments) would not be 2500 B.T.U./cu. feet (for propane), but some lesser value. If burners and pilots are adjusted to this false gas value, you can expect improper adjustment when all the air has been bled from the container and the true B.T.U. value of the fuel starts reaching burner orifices.

Purge containers by equalizing your fuel vapor pressure with the air in the tank. Then in a safe place, open the service line valve and blow off this gas — air mixture to the atmosphere. (If it is possible to have the container in an inverted position it is desirable, as it helps blow off any moisture which may still be in the container).

There are other advantages to purging, such as moisture removal, effect on spring loaded relief valves, etc., the details of which cannot be discussed in this short space.

SELWYN-PACIFIC COMPANY
340 West Avenue 26
Los Angeles 31, California

Continued from page 124

Also featured in the display booth is a four-panel transparent photograph exhibit showing L. P. gas equipment, a detailed drawing of a complete bulk plant installation and a graphic presentation of the Beaird "Profit Plan" for dealer financing.

Features of Beaird's 1956 filling station include easier filling and dispensing facilities and a computing dispenser for metering L. P. gas purchases by dollars and cents.

New York to Paris flight offered by Squibb-Taylor

A round-trip New York to Paris flight for two via TWA will be awarded during the annual LPGA convention by Squibb-Taylor Inc.,



L'Arc de Triomphe is one of many sights that awaits the winner of Squibb-Taylor's round-trip New York to Paris flight to be awarded at the LPGA convention.

exclusive sales representative for Taylor "Visible" gauges.

All that is required to be eligible for the drawing is registration at Squibb-Taylor's convention exhibit, Cecil Squibb, president of the Dallas firm announced. He added that the winner can, if he prefers, receive a credit of \$1118 on an alternate trip of his choice arranged through a Chicago travel agency.

The drawing takes place at 11:30 a.m. May 9 at the Squibb-Taylor booth, No. 86.

Viking pump will display LPG fueling units

One of the interesting exhibits at the convention in Chicago will be the display of L. P. gas fueling units by the Viking Pump Co., Cedar Falls, Iowa.

The complete range—10, 20 and 30 gal.-per-minute pump sizes will be included. By means of a cut-away model, Viking Pump will also show the latest features of its 200 series of

Joseph Zoff Increases Furnace Sales 152% By Adding Herbster Line

Joe Zoff, owner of Zoff's Equipment Company, Akron, Ohio, has increased furnace sales 152% since adding the Herbster line. "Herbster gave me something to sell beside price," reports Mr. Zoff. "We used to do a lot of bidding on a competitive price basis. However, when we took on the Herbster line, they gave us the necessary selling aids to explain the tremendous advantages of Herbster's lifetime furnaces—for example the difference between a Herbster cast iron heat ex-



changer and an ordinary cheap steel exchanger. When our prospects realized that Herbster furnace had an absolutely safe exchanger that would never burn out, rust out or buckle, our job was done. They weren't satisfied with any other furnace—no matter how cheap it was. Thanks to Herbster, I make a decent profit on every furnace sale."

You, too, can increase sales and profits by handling the Herbster line. We'll be glad to tell you about the selling aids that helped Mr. Zoff. Mail coupon for complete details.

Distributors & Dealers Wanted!

HERBSTER FURNACE COMPANY
877 Addison Road, Cleveland 3, Ohio

Herbster still has a limited number of openings for distributors, agents and dealers. Please fill out this coupon.

Name.....
Company.....
Address.....
City..... State.....
☐ Agent ☐ Distributor ☐ Dealer

**The Furnace with something
to sell BESIDES PRICE!**



METALBESTOS

cuts installation costs without
cutting corners



Why waste time on makeshift fittings when Metalbestos can save far more in labor costs and assure a complaint-free job? This modern insulated gas venting travels light... couples gas-tight in seconds...

includes new round short lengths and exclusive 90° adjustable elbows to handle any installation without job-site cutting. It's safe to save with Metalbestos — and you'll finish more jobs for good in fewer man-hours.

For the latest Metalbestos catalog, see your jobber or write Dept. M-5.



Offices in Belmont and Glendale, Calif., Seattle, Denver, Dallas, Des Moines, Blue Springs, Mo., Minneapolis, Chicago, Atlanta, Akron, Louisville, Newark, Buffalo.

Stacked by principal jobbers in major cities. Factory warehouse in Atlanta, Dallas, Newark, Des Moines, Chicago, New Orleans, Akron.

Convention Briefs • Cont'd

truck-mounting and bulk transfer pumps, including return-to-tank valve, mechanical seal, O-ring gasket, integral thrust bearing and revolvable casing to adapt port locations to piping. No lubrication is required, and no pump house is needed.

Self-flaring fittings to be displayed by Century

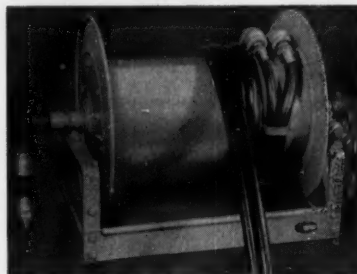
Self-flaring fittings that provide a leak proof seal by eliminating human error will be featured in booth 333 by Century Products Inc.

No flaring tools are necessary. Servicemen or production people need only insert the tube into the fitting and tighten the nut on the flarmatic with ordinary wrenches. The tube is flared automatically inside the fitting, forming the standard 37½° flare required by SAE and JIC hydraulic committee specifications.

Brass fittings are available for copper tubing applications, while others are made of bronze, anodized aluminum, black oxidized steel, monel metal and 3/6 stainless steel.

Dual hose reel to be featured at Chicago show

A new dual hose reel for vapor return system delivery will be featured in Booth 58 by Clifford B. Hannay & Son Inc., Westerlo, N. Y., at the convention.



This new reel has double goose neck outlet pipes placed close together so that the now much used "two in one" hoses can be attached more easily and efficiently. And according to the manufacturer this arrangement also facilitates more even rewind after delivery is completed.

Available for hoses up to 1 in. ID, these dual hose reels have a hose clamp attached to the reel drum to hold the hose in place and eliminate excessive drag on the couplings. ■

dependable Rural Fuel Delivery



SAFE-T-TWIN LPG Truck Tank

MASTER-CRAFTED BY
COLUMBIAN
SINCE 1893

Almost every delivery of LPG must go "off the pavement"—and that's where good balance, low gravity center and easy maneuverability count most in a truck tank. Neither rutted roads nor low-hung branches, nor powerlines or close quarters can stay this Columbian SAFE-T-TWIN LPG delivery truck from the swift completion of its appointed rounds!

As trim and handsome as you'd wish, the SAFE-T-TWIN is a travelling billboard advertising your product and services. With a capacity of 1700 water gallons of LPG you can deliver both Propane or Butane in the same load. The piping arrangement is valved for service from either tank. The small diameter tanks (40½" I.D.) provide excellent balance with a lower center of gravity and better load distribution.

Details of the SAFE-T-TWIN construction include ASME 1952 Code 250 lbs. working pressure tanks, with hemispherical heads and countersunk relief

valves. The tanks are manifolded on liquid and vapor and equipped with 2" Viking KK 200 Propane pump with mechanical seal, 1¼" Neptune #433 meter with printing counter. Motor driven dual reel with liquid and vapor hose housed in full width rear cabinet. Enclosed cabinets ahead of wheels and auxiliary truck fuel tank are optional accessories. Complete ICC lighting and wiring is provided.

Write today for complete, illustrated literature.



**INDUSTRIAL
STEEL
BUILDINGS**

Sound, permanent steel buildings, easily, inexpensively erected. Pictured is 30 x 50 ft. cylinder filling house with 10 ft. sidewalls. Also ideal as pump houses, warehouses, offices and show rooms. Write for 16-page catalog "The Magic of Steel" fully describing sizes and uses of Columbian master-crafted steel buildings.

COLUMBIAN STEEL TANK CO.

P. O. BOX 4048-C • KANSAS CITY, MO.



STEEL, Master-Crafted by Columbian . . . First for Lasting Strength

LPG sales can rise 8-9% S.E. District Ass'n told

The L. P. gas industry can show a gain of 8 to 10% for the coming year, a research official of U. S. Steel Corp. told members of the Southeastern District LP Gas Association, assembled at Atlanta March 26-28. B. E. Estes, director Research Division, made the prediction, in the face of the

fact that the previous year's growth had been the best in the history of the industry. But new gains, he pointed out, will depend upon the intelligence with which dealers plan and sell their services.

The speaker also gave a basically optimistic report for business in general for the next 5 to 10 years. He based this prediction on "the business community's growing aware-

ness of the potential of future markets and a determination to build facilities to serve them; the accelerating pace of technological change and innovation; and the acceptance by consumers of the concept of an ever-rising standard of living with consequent steady upgrading of wants."

K. R. D. Wolfe, Fisher Governor Co., president of the National Council for LP Gas Promotion, told what the national promotion program means to the dealers personally. In pre-selling prospects on the idea that gas is best, "it's safe to assume," he said, "that 50% of the sales you made last year to persons who had their choice of fuels, were influenced to turn to L. P. gas in a major or minor degree by council advertising and publicity." He stated that the present advertising program is reaching 20 million readers per month and that the industry is covering its market as dramatically and effectively as the electric industry and at one tenth the expenditure.

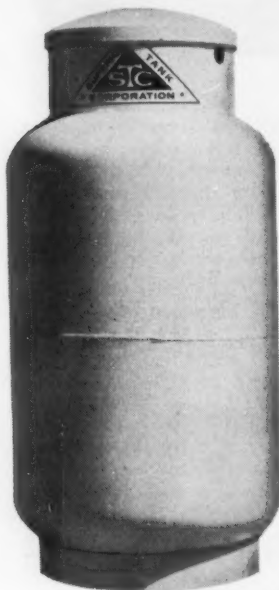
Larry Ash, L. P. gas sales manager, Coleman Co. Inc., gave a report on the gas research program carried on by Coleman on year-round control of atmospheric temperature and humidity by gas operated appliances. He pointed out that air conditioning represents a billion and a half dollar market and that the gas industry must not be an idle spectator to this potential. He told the dealers that 55% of all air conditioning equipment is electrically operated and developed the fact that gas is actually more economical for air conditioning than electricity. His talk closed with the showing of the Coleman color film entitled "Progress in Gas Air Conditioning."

C. J. McAllister, LPGA president, made a report on the current year's program of the Association.

North Carolina LPGA, headed by James L. Collier, hosted this year's convention. Odell Glass headed-up the Southeastern district supplier's group, having charge of the Supplier's recreation center. Manufacturers and suppliers provided music, dancing and refreshments in the center for the entertainment of all during periods when convention sessions were not underway.

Annual business meetings were held by each state in the group. A. L. Cain presided over the Georgia meeting; J. A. Garfield over the Florida meeting; J. L. Collier over the North Carolina meeting and Mrs. M. J. Rivers over the South Carolina group. F. L. Fagan, district LPGA director, presided over the officers and director's breakfast and the an-

Sell Service with SUPERIOR LPG Systems



ONE TANK OR A TRUCKLOAD

Our modern, new plant is fully equipped to serve dealers from Kentucky to the Keys—from the Mississippi to the Atlantic! Every Superior tank . . . every fitting more than meets national and local specifications. Whether you need a domestic tank, tractor tank, or a complete industrial system, SUPERIOR engineering know-how means superior service! Thirty-five years of LPG experience combined with a thorough knowledge of your problems mean you can do a better, quicker, more profitable job. Sell service with Superior! Call or write today for details!

Pictured is Superior's 200-lb. ICC Upright Cylinder—engineered for safety, quality, service in domestic systems.

SUPERIOR
TANK CORPORATION

Tel. (Clarkston) 3-7151, 4846 Lawrenceville Hwy., Tucker, Ga.













You'll be a lot happier
with a Texas
RED BONNET
LP-G System



ALL THESE EXTRA FEATURES ARE IN THE RED BONNET SYSTEMS

-  Approved by Underwriters Laboratories.
-  Liquid line with excess flow on all above ground systems 250 W.G. and larger.
-  Tanks are automatically welded with a double bead.
-  Constructed of high tensile steel for extra strength.
-  Painted high gloss aluminum or white enamel over rust resistant automotive type primer.
-  Bottom liquid outlet on all above ground systems.
-  Vapor Return Valve on all Systems for easy filling.
-  Regulator has ample capacity to accommodate all needs.

WRITE FOR SPECIFICATIONS AND QUOTATIONS

TEXAS BOILER & MACHINERY CO.

3215-17 HICKORY STREET

• DALLAS, TEXAS

• TELEPHONE HA 1-7111



The Hotel Belmar, Mazatlan, Sinaloa, Mexico, was the site of the second annual convention of the Asociacion de Distribuidores de Gas A. C., an L. P. gas convention Mexican style.

nual banquet. Registration ran more than 1100, an all time high.

The following officers were elected:

Georgia: A. L. Cain, re-elected president; Jack Hackett, vice president; V. C. Strickland, secretary-treasurer. Directors: district 1, Ed Watley; district 3, Don Shepard; district 5, Jules Mattison.

Florida: Tom Slade, president; C. R. Vetter, vice president; W. L. Lee, secretary-treasurer. Directors: district 1, Mack Lewis; district 2, W. L. Lee; district 4, Bill Conway;

district 5, C. B. DeBerry; district 6, Harry Bennett; district 7, Mack Bailey; district 8, James Shatto.

North Carolina: C. A. Childers, president; W. E. Kirby, vice president; C. M. Harrell, secretary; J. F. Walters, treasurer. Directors: district 1, James Byers; district 3, J. E. Connolly; district 5, Joseph E. Blow; district 7, W. C. Garner; district 9, R. T. Morris. R. R. Juby is executive secretary, North Carolina LPGA.

South Carolina: Bill Gardner, president; Pat Harris, vice president; Charlie Queen, secretary-

treasurer. Directors elected: district 2, Buddie Beard; district 4, Ray B. Parker.

Southeastern district suppliers: C. B. Wright, Temco Inc., president; Jack J. Harelson, Delta Tank Mfg. Co., vice president; L. D. Eastmeade, Magic Chef Inc., secretary-treasurer. Directors: Alabama, M. R. Trammel, A. O. Smith; Florida, Street Russell, Phillips & Buttorff Mfg. Co.; Georgia, Mack Stone, Phillips Petroleum Co.; North Carolina, Frank K. Toney, Combustion Engineering Co.; South Carolina, Ed Fulton, Universal Corp. Educational committee: Bill Gardner, South Carolina.

T. G. Fields, as secretary of the Southwestern district, has charge of the district convention and trade exhibit. Fifty-six exhibitors showed their products at the trade show.

Education, business, fun spice Mexican convention By RAY REEDY

The second annual Convention of the Asociacion de Distribuidores de Gas A. C. combined business, education and real Mexican hospitality to make up an L. P. gas convention—Mexican style.

Held from March 18 to 21 in the

Dealers'... "Blue Print for Spring".....

Be Sure to Include

Enterprise

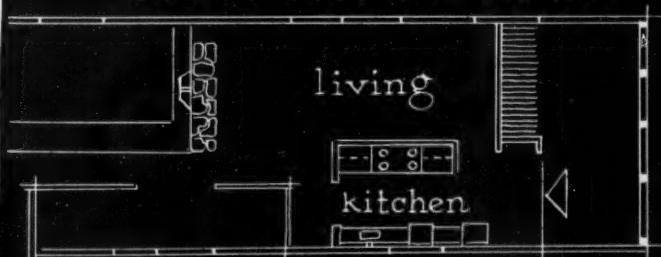
in your Selling Plans

GAS OR ELECTRIC RANGES



Bedroom

Playroom



Enterprise "Plus" Features.....

- Chassis—steel welded one-piece unit, all porcelain, rust-free
- Simplex-Simmer Top Burners—cooking speeds from fast boil to keep warm
- Hi-Broiler—convenient swing-out position
- Lo-Broiler—additional broiling facilities
- Griddle On—another top-of-the-range facility
- Griddle Off—provides a giant sized fifth burner

PHILLIPS & BUTTORFF
NASHVILLE

MANUFACTURING CO. ★
TENNESSEE



See how easy it goes... with the Downingtown delivery truck

Your driver pulls up to customer's system and parks. Raises rear door; finds all delivery controls at his finger tips. Leads hose straight out either side and connects to filling valves. He's all set for another speedy delivery...without wasting time, trouble or his temper.

Downingtown tank trucks build your profits by completing more deliveries every truck day. They're loaded with custom-quality features, at a production price. Road-hugging stability. Full skirting. Enclosed cabinets. Compact plumbing. Internal safety valve. Meet *both* ICC MC-330 specifications and ASME Code for 250 pounds pressure.

Twin-barrel design illustrated hauls 1406 gallons pay load (1700 W.G.). Other capacities, and single-barrel units also available. Write for details, or call Downingtown or Pressed Steel Tank representative.



Downingtown Iron Works, Inc.

HEAT EXCHANGERS—STEEL AND ALLOY PLATE FABRICATION

138 Wallace Ave., Downingtown, Pennsylvania—Branch Offices:

52 Vanderbilt Ave., Rm. 2099, New York 17 • 227 Hanna Bldg., Cleveland 15, Ohio
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552 Roosevelt Bldg., Los Angeles 17 • 4550 Main St., Rm. 204, Kansas City 6, Mo.
Division of Pressed Steel Tank Company, 1487 S. 66th St., Milwaukee 14, Wisconsin
Manufacturer of Hackney Products

LP-GAS CONTAINERS FROM ONE POUND TO 30,000 GALLONS





GASMAGO designs and erects bulk stations of any size

The size and scope of your installation doesn't matter. Gas Machinery is geared to handle any liquefied petroleum gas or anhydrous ammonia bulk storage system . . . from design right through erection. You benefit from Gasmaco's well-trained nationwide engineering service, large shop facilities and trained field erection crews. And, when you work with Gasmaco, you're dealing with a company that's been in the gas business for 53 years. Call on us for anything from component parts to packaged plants. **THE GAS MACHINERY COMPANY**, 16108 Waterloo Road, Cleveland 10, Ohio. In Canada: The Gas Machinery Co. (Canada) Ltd., Hamilton, Ontario.

THE gas machinery COMPANY

GAS PLANT EQUIPMENT
AND INDUSTRIAL FURNACES

city of Mazatlan, Sinaloa, Mexico, the convention was opened by Lic. Francisco Garcia Jimeno and the main address of welcome was given by Dr. Rigoberto Aguilar Pico, governor of Sinaloa.

Although the association of Mexican L. P. gas dealers is only two years old, the group has approached the ultimate in fellowship and constructive planning for the advancement of the LPG industry in that country. The sincerity of members and the amount of information that each gained from attendance at the convention was most impressive.

Educational events, in addition to the several business sessions, included a fire protection demonstration by the Walter Kidde Co. of Mexico, a visit to the plant of Gas del Pacifico, S. A., and a demonstration of two-way radio communication for bulk truck operators.

All was not business at the convention. Those in attendance enjoyed a Governor's Ball, deep sea fishing, horse-cart tours for the ladies, and cocktail parties, one of which was given by Trinity Steel Co. Inc., and its Mexican affiliate, Tanques Acero Trinity, S. A. Another cocktail party was hosted by C. R. Hojel & Co., S. A., and a tamale dinner was provided by Gas Del Pacifico.

Representatives of Trinity Steel Co. in attendance at the convention were Mr. C. J. Bender, president; Mr. and Mrs. W. Ray Wallace, and Mr. and Mrs. Ray Reedy. They returned full of enthusiasm for the Mexican way of life during conventions, and for the outstanding hospitality that had been extended to all of the visitors from the States.

Mountain States school held in April

The 1956 Mountain States district service school was held under the auspices of the University of Denver at their downtown campus on April 9-11.

The curricula was arranged in accordance with the wishes expressed by members in their replies to questionnaires mailed recently.

The course covered new applications of fundamental techniques needed by all servicemen and to the beginner it offered an opportunity to enlarge his understanding of the industry.

Better living predicted at New England meeting

Three million more families will begin to enjoy an adequate supply of hot water for household purposes



Increased payload cuts LP-Gas delivery costs! The new 1956 Ford F-800 gives you a GCW of 50,000 lbs. to boost payloads by over 2,000 lbs. Your choice of two gas-saving Short Stroke V-8's, up to 200 h.p.

No other truck gives you more **DEPENDABLE LOW-COST** miles

FORD TRUCKS LAST LONGER THAN ANY OF THE 4 OTHER LEADING MAKES.

FOR THE NINTH STRAIGHT YEAR . . . INSURANCE FIGURES PROVE IT!

Fords alone have *certified proof* of longer life—based on a study of over 10 million trucks. This is powerful evidence of Ford Truck ability to give you more dependable, low-cost miles in your business. You can be sure of Ford Trucks—because they're designed that way . . . they're built that way . . . and they're proved that way in tough proving ground tests.

LOWEST-PRICED. Ford offers you America's lowest-priced line of trucks. And only Ford offers you a complete line of Short Stroke engines from PICKUPS to BIG JOBS at *no extra cost*.

EXCLUSIVE LONG-LIFE FEATURES. Ford offers a combination of long-life engine and chassis features found in no other truck. You cut down-time, save on major repairs, add extra miles of operation at peak efficiency. The net result is *more rugged dependability to boost operating profits all-round!*

WORK-PROVED. Ford V-8's have more on-the-job experience than all other trucks combined. In fact Ford outsells by *2 to 1* all other V-8 trucks combined. See your Ford Dealer today. Get the facts on the most thoroughly proved Short Stroke V-8 in any truck!

Big Fleets buy more Ford Cars and Trucks than any other make

MAY, 1956

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and personal hygiene, half a million more home laundresses will abandon the wearisome business of hanging out the family wash this year, and a million more homes will be freed of janitorial chores predicted Harold Massey, managing director of GAMA, in a talk to utility company executives at the annual meeting of the New England Gas Association.

Mr. Massey based his forecasts on the record sales achieved last year and so far this year by the manufacturers of gas clothes dryers, gas central heating systems and automatic gas water heaters.



National LPGA President C. J. McAllister, Parlett Gas Co., Waldorf, Md., congratulates K. H. Dickson, Uregas Service Inc., Moberly, Mo., winner of the grand attendance prize at LPGA's northeastern convention and trade show. Mr. Dickson's trophy was a Chevrolet station wagon which he drove home the next day.

BRUNNER LP gas
transfer unit
gives you a bonus of
→ **one extra tank car of gas**
from
every
20 tanks

Yes, the Brunner LPG Transfer Unit removes up to 540 gallons more from every 10,000 gallon tank car . . . or the equivalent of one extra tank car of gas from every twenty. No liquid pump can give you such savings! The Brunner Unit not only transfers all liquid to your storage tank—but also removes and liquefies the gas vapors in the tank car.

WRITE FOR FREE BOOKLET

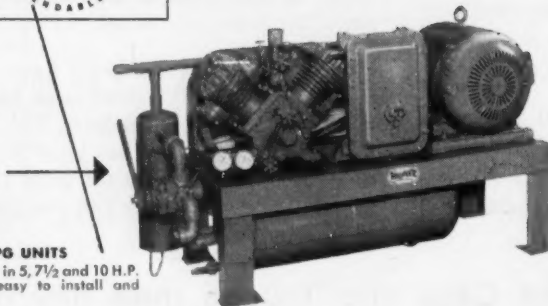
Shows you how to set up a highly efficient storage transfer system . . . describes safety and long life features of Brunner LPG Units.

BRUNNER MANUFACTURING COMPANY, UTICA, N.Y.

The Brunner Co., Gainesville, Ga.

In Canada:

Brunner Corp. (Canada) Ltd., Toronto, Ontario



BRUNNER LPG UNITS
are available in 5, 7½ and 10 H.P.
models . . . easy to install and
service.

**Franck elected president
of Iowa Association**

Dan Franck, Audubon, has been elected president of the Iowa LPGA, succeeding Edgar Holden, Davenport.

Dean Green, Merville, was elected vice president and LeRoy V. Miller was reelected secretary-treasurer at the group's annual convention held recently in Des Moines.

Members of the board of directors in addition to the officers are Dean Simonsen, Quimby; William Jenkins, Early; Harold Ford, Council Bluffs; William Walters, Mount Pleasant; Cliff Barnett, New Hampton; Glen Eige, Marshalltown; and George Ep-ley and Harlan Williams, Des Moines.

**Idaho records record
attendance for its meets**

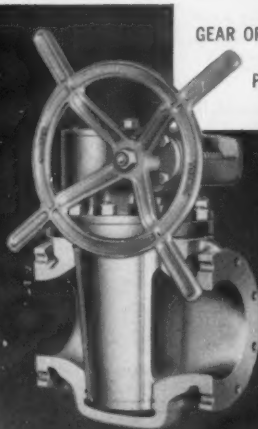
The largest attendance ever recorded for an Idaho LPGA convention was at the recent meeting at the Bannock hotel, Pocatello, according to Wilton C. Jackson, president.

John Haines, Inland Gas Co., Salt Lake City, discussed the L. P. gas dealers' relationship with active utilities selling gas, while Harry Coblentz Jr., Marsh & McLennan Co., presented the LPGA group insurance plan.

POWELL

Lubricated Plug

VALVES



GEAR OPERATED PLUG VALVE (Sectional).
6" and larger, Flanged Ends. 200
Pound W.O.G. Semi-Steel and A.S.A.
150 or 300 Pound Steel.



BOLTED GLAND TYPE. 6" to 12"
200 Pound W.O.G. Semi-Steel and
A.S.A. 150 or 300 Pound Steel.
May easily be converted to gear
operation by removing
stop collar and
installing a pack-
aged self-contained
gear unit.

SCREWED GLAND TYPE
(Sectional). 1" to 4",
Flanged Ends. Wrench
operated. 200 Pound W.O.G.
Semi-Steel and A.S.A. 150
or 300 Pound Steel.

Powell Lubricated Plug Valves maintain our 110-year tradition of quality and precision. Only the finest available materials are used. And painstaking quality control is rigidly enforced through each and every step of manufacture.

Features include quick and positive operation—just a quarter-turn to open or close. Lubricant grooves surrounding each port provide a positive seal when the valve is closed. In an open position, seating surfaces are not exposed.

Valve users who want one source of supply for lubricated plug as well as all types of bronze, iron, steel and corrosion-resistant valves will want full details on Powell Lubricated Plug Valves.

Available in Steel and Semi-Steel through distributors in principal cities. If none is located near you—or if you need help on valve problems—write direct to

The Wm. Powell Company, Cincinnati 22, Ohio . . . 110th YEAR

The source of supply for all valve needs!



BRONZE, IRON, STEEL
AND CORROSION-
RESISTANT VALVES

TANKS BY BANKS

Economy

**LP-GAS
EQUIPMENT**

is all that the name implies!

1 Thrifty management by the manufacturers of Economy LPG equipment makes it possible for you to get finest quality equipment for every phase of your operation at a price as low — and quite often, lower — than ordinary equipment.

2 Working closely with LPG operators through the years, Dallas Tank Company has developed numerous new production methods which have kept down expenses. This means savings to you ... giving you the best for less!

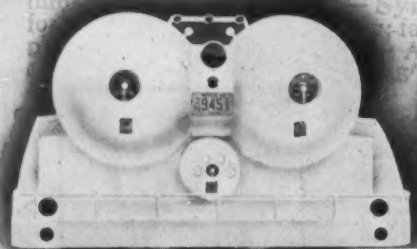
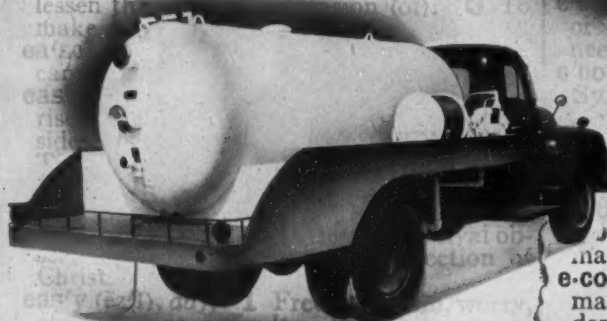
3 Dallas Tank Company, Incorporated, is organized for efficient operation. Our prompt service is the result of complete coordination of sales, office and fabrication process. Any way you figure it, Economy (TANKS BY BANKS) LP-GAS EQUIPMENT is your best buy ... all that its name implies!

with the production, and consumption of wealth. — e-con'o-mist (ĕ-kŏn'ŏ-mĭst), n.

e-con'o-mize (ĕ-kŏn'ŏ-mĭz), v. t. & i. To manage thriftily; to be frugal.

e-con'o-my (ĕ-kŏn'ŏ-mĭ), n. **1** Thrifty management. **2** Any act or method undertaken to keep down expenses. **3** Arrangement or organization for efficient operation.

e-sta-sy (ĕk'stā-sĭ), n. Rapture; bliss notional excitement. — ec-stat'ic (ĕk'stā'tĭk), adj. — ec-stat'i-cal (ĕk'stā'tĭ-kəl), n.



REAR VIEW
OF DELIVERY
SHOWN AT
THE RIGHT



IN STOCK FOR IMMEDIATE DELIVERY

DALLAS TANK COMPANY, Inc.

Quality tanks for a quarter of a century

201-5 WEST COMMERCE ST., DALLAS, TEXAS

Phone Riverside 5001

• 409 LEE ST., VICKSBURG, MISSISSIPPI

Phone 2971

CALENDAR

Coming events in the Industry

All associations are invited to send in dates of their forthcoming meetings for this calendar.

May 6-9—LPGA 25th annual convention and trade show, Conrad Hilton hotel, Chicago.

May 9-11 — Petroleum and Natural Gas Division, Canadian Institute of Mining and Metallurgy, Seventh Annual Technical Meeting—Palliser Hotel, Calgary, Alberta.

May 20-22—Utah LPGA Annual Convention and Trade Show, Newhouse Hotel, Salt Lake City, Utah.

May 20-25—Alabama L. P. Gas Service School—Tuscaloosa, Ala.

May 21-25—National Bureau of Standards, 41st National Conference on Weights and Measures — Willard Hotel, Washington, D. C.

June 3-5 — Butane-Propane Institute of Louisiana Annual Convention — Roosevelt Hotel, New Orleans.

June 4-8—National Fire Protection Association 60th Annual Meeting — Hotel Statler, Boston, Mass.

June 4-June 29 — Short Course in Gas Technology — North Carolina State College, Raleigh.

June 8-9 — Colorado LPGA Convention and Trade Show—Hotel Colorado, Glenwood Springs.

June 10-12—Arkansas L.P. Gas Association Annual Convention — Arlington Hotel, Hot Springs, Ark.

June 10-12—Alabama L. P. Gas Sales Clinic—Birmingham, Ala.

June 14-15 — North Dakota LPGA Convention — Gladstone Hotel, Jamestown, N. D.

June 18-20—Missouri L.P. Gas Association 11th Annual Convention and Trade Show — Muehlebach Hotel, Kansas City, Mo.

June 20-22 — Southwestern Butane Exposition (Texas Butane Dealers Association)—Dallas.

June 21-22 — Minnesota Petroleum Gas Association—Edgewater Beach Hotel, Detroit Lakes, Minn.

June 28-29—Central States L. P. Gas Management Conference—University of Kansas, Lawrence, Kan.

June, 1956—Alabama L. P. Gas Curburetion School—Birmingham, Ala.

July 2-3 — Wyoming LPGA Annual Meeting — Wort Hotel, Jackson, Wyo.

July 9-August 4 — Short Course in Gas Technology (2nd section) — North Carolina State College, Raleigh.

July 22-24 — Kentucky LPGA — Phoenix Hotel, Lexington, Ky.

August 1-3—Central States L. P. Gas Service School—University of Kansas, Lawrence, Kan.

Aug. 5-7—Alabama LP Gas Association Convention — Dinkler-Tutwiler Hotel, Birmingham.

Aug. 5-7—Alabama L.P. Gas Association Convention and Trade Show — Sheraton-Palace Hotel, San Francisco.

Aug. 19-21—New Mexico LPGA Annual Convention and Trade Show—Hilton Hotel, Albuquerque, N. M.

Sept. 16-18 — Ohio LPGA Annual Meeting—Cleveland Hotel, Cleveland.

Sept. 17-18—Virginia LPGA Annual State Convention—Ingleside Hotel, Staunton, Va.

Oct. 15-17—AGA Annual Convention —Auditorium, Atlantic City.

March 10-12—Indiana LPGA Trade Show and Convention — Claypool Hotel, Indianapolis, Ind.

1957

**"THE
HEART
OF
THE
HOME"**

WALDORF

**GLASS LINED
L-P GAS
WATER
HEATER**

PLUS

**THE
NEW
WALDORF
L-P GAS
CLOTHES
DRYER**

see them
displayed at
LPGA
convention

Booth No. 302

or
send
in
this
coupon



WALDORF HEATER COMPANY,
1421 Chestnut Street, Philadelphia 2, Pa.
Tell me more about your
WATER HEATERS AND DRYERS.

NAME _____
STREET _____
CITY _____
STATE _____

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Pipeline transmission of LPG increasing

The future importance of transporting LPG by pipeline is indicated by the announcement of plans for construction of four pipelines to be used exclusively for this purpose.

Pipelines used exclusively for the

transmission of LPG are a new development although "batching" of LPG through other lines has been done since 1931. Phillips Petroleum Co. was one of the first to batch LPG when it sent butane from Borger, Texas, through its line to East St. Louis, Ill. Today the most extensive batching operations are conducted by Phillips, however, it is an established practice with several other lines. The customary method of batching is to ship a tender of propane using butane as a buffer between the propane tender and other products.

"Commingling" is another method of moving LPG through other product lines. In commingling the LPG is transported as an integral part of either crude or product shipments, then separated at its destination. A Warren spokesman says this procedure is fast gaining favor in the industry. A big advantage: Normal line pressure needs little boosting.

There are only two existing LPG pipelines. The first line used exclusively for LPG was built last year by Products Pipeline Co., a new subsidiary of Golaid Corp. This 90-mi, 5 in. line runs between Texas City and Provident City.

The other, a former crude trunk line, was converted recently by Magnolia Pipeline Co. It is used to move butane the 540 miles from Midland to the Magnolia Petroleum Co.'s refinery at Beaumont.

The four companies planning LPG pipeline construction are:

Tennessee Products Pipe Line Co., a 6-in., 200-mi. line from Banquette, Texas to Houston; El Paso Natural Gas Products Co., a line larger than 6-in. from Midkiff field in Midland county to El Paso; Bowen Oil & Management Co., Houston, will build a 460-mi, 10-in. line from Midland to Texas City; and Hydrocarbons Pipeline Ltd., a subsidiary of the new firm Canadian Hydrocarbons Ltd., has tentative plans, pending legal clearance, to build a \$35 million 6-in. to 10-in. line 800 miles from Alberta gas fields to Winnipeg and ultimately to Ft. William, Ont.

In general, pipelines for LPG are practical as a means of transmitting LPG from its source to large storage facilities in areas of heavy demand.

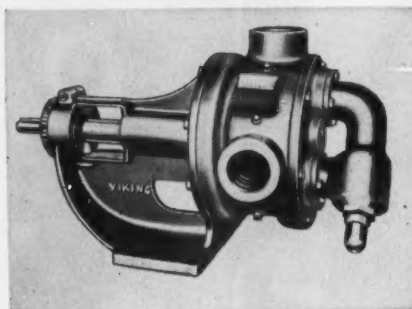
Ferrelgas holds grand expansion opening

A. C. Ferrelgas Corp. Inc., 416 Commercial, Atchison, Kan., held a grand expansion opening recently celebrating the firm's expansion and complete remodeling project.

An area 22 by 100 ft has been added to the main store, and the showrooms have been expanded by an area 22 by 30 ft.

The new front is one of the largest all-in-one fronts on Commercial street, extending 78 ft, and has been completely remodeled in aluminum and glass with inverted show windows. Corrugated transite has been installed from the top of the large windows to the roof. Two picture windows are situated at each end of this upper front, and a large display window is in the center, over the entranceway.

A display sign 10 ft wide and 18 ft



Listed under
Re-examination
service of
Underwriters'
Laboratories,
Inc.

THE complete line of Viking LP-gas pumps are now available with the Underwriters' Laboratories label. These pumps have been tested and approved for handling of LP-gas and are built to withstand at least 1250 lbs. hydrostatic pressure.

As of July 1, 1956, all new Viking LP-gas pumps will carry this label for your protection, and with no increase in price.

Be sure you have the Viking Underwriters' approved LP-gas pump when you order the next time. For information on these pumps, ask for catalog Hb today.

See Viking LP-Gas Pumps
in Booth 157 at 25th Annual LPG
Convention, Conrad Hilton Hotel,
Chicago, May 6, 7, 8, 9.

See our
Catalog
in the



VIKING PUMP COMPANY

Cedar Falls, Iowa, U.S.A. In Canada, it's "ROTO-KING" Pumps



The true story of Lawrence Olson:

THE MAN WHO SAVED A TOWN with Cities Service Propane

The snow was heavy and the time was short. Throughout the area of Madison, Wisconsin, one after another LPG distributor was running out of LP-Gas at a time when customers needed it most for heating and cooking.

A crippling strike had completely cut off supply by rail . . . and the deepening snow was rapidly choking off delivery by truck. Finally, no distributor was receiving shipment . . . none, that is, except Lawrence Olson, Cities Service Distributor.

When no other supplier dared send its trucks through the ice and snow-covered roads, Cities Service continued its deliveries and Lawrence Olson soon became the only man with a supply of LP-Gas. His job: meet the desperate needs of all propane users in a 40-mile radius of Madison.

Doing this as best he could, he suddenly found himself confronted with an even greater problem!

Late one evening, he received an emergency phone call from the town of Monroe, 55 miles away. Monroe's municipal gas supply was running out. By the following day, the entire town would be without heat.

Olson said he'd try to deliver . . . but between him and Monroe stood the night, the snow, and 55 miles. Loading a bobtail transport with Cities Service propane, he set out on his race against time.

Minutes before daybreak, Olson won the race! . . . And an entire town was saved.

Cities Service is proud to be associated with such a man . . . proud, too, that we were able to play a part in his outstanding service to the community. We hope that a similar situation never arises again . . . but if it does, you can be sure we stand ready to repeat our role for whom ever the Cities Service Distributor may be.

SERVICE! . . . Part of our name, part of our business.

CITIES SERVICE
QUALITY PETROLEUM PRODUCTS

406 W. 34th Street
Kansas City, Missouri

20 N. Wacker Drive
Chicago, Illinois

500 Robert Street
St. Paul, Minnesota

6611 Euclid Avenue
Cleveland, Ohio



high has been placed on the front of the building. At the top is an animated flame in neon to advertise the firm's L. P. gas. Below this sign are the words "A. C. Ferrellgas Corp." and "Appliances, Furniture and TV."

Remodeling of the interior has given the store three complete departments for each of the three categories. All of the store has been paneled with Philippine mahogany, and a new tile ceiling and tile floor have been installed. Twenty-eight 16-in. fluorescent light fixtures illuminate the store.

During the three-day opening, several door prizes were given to lucky registrants.

Fifteen persons are employed in Mr. Ferrell's Atchison store.

A radio-dispatch system to hasten deliveries and service of LPG has been installed by the firm headed by A. C. Ferrell. He operates 13 delivery trucks from his stores in Atchison, Hiawatha, Kan., and St. Joseph and Savannah, Mo. All of these trucks, besides his personal car, are equipped with two-way radios to send and receive. The transmitter is located atop the North Atchison water tower.

The two-way system now makes it possible for a customer to come into the Atchison store to order L. P. gas—and have the gas delivered before he reaches home.

Anhydrous ammonia plant set for Lake Charles, La.

Plans for construction of an estimated \$12.5 million petrochemical plant at Lake Charles, La., to produce anhydrous ammonia for use primarily as a fertilizer are announced by F. M. Simpson, vice president and general manager of Petroleum Chemicals Inc., which is owned jointly by Continental Oil Co. and Cities Service Co.

The plant will produce 100,000 tons of ammonia annually, said Mr. Simpson, and will employ approximately 100 men. Construction will start within the next few weeks and is scheduled for completion in the fall of 1957.

By-product hydrogen, the principal raw material for ammonia, will be supplied to the new installation by the Continental and Cities Service refineries near Lake Charles. Nitrogen, also used in producing ammonia, will be extracted from the air.

The major portion of the ammonia produced at Lake Charles will be sold as fertilizer. A small amount will go to industrial plants for use in making plastics and various petrochemical products.

The ammonia will be marketed by Mid-South Chemical Corp., Memphis, which also is owned jointly by Continental and Cities Service. Mid-South distributes ammonia through more than 150 stations to markets in Alabama, Mississippi, Arkansas, Louisiana, Texas, Missouri, Kentucky, Tennessee, Iowa, Illinois, and Indiana. The firm transports ammonia by river barge, tank car and truck and plans to expand its marketing operations to include much of the central United States.

Winnipeg factory branch opened by General Controls

With the opening of a new factory branch office in Winnipeg, Canada, General Controls Co. announces nationwide distribution facilities in both the United States and Canada for its complete line of automatic controls manufactured for industry, the home and the military.

According to J. F. Ray, vice president in charge of sales, five distinct market categories now are being served through its 42 factory branch offices, which include those in Tor-



WORLD'S SAFEST GAS HEATING UNIT

HUNT Növent FOR WALL OR WINDOW ... AGA APPROVED

HEATS FLOORS FIRST—then hot air circulates through room to prevent overhead stratification.

EASY TO INSTALL AND SERVICE—quickly and inexpensively installed in any standard double hung window or in any outside wall. Compact.

VENTED—YET NEEDS NO VENT—exclusive design eliminates need for costly, unsightly outside vents or chimneys. All burned gases and odors forced outside without pipes or flues.

BURNS NO ROOM AIR—all combustion air drawn in from outside, eliminating danger of oxygen starvation.

SAVES GAS AND SPACE—cabinet extends only 8½" into room, saving valuable floor space. Burner is thrifty and efficient in operation—high in performance.

MULTIPURPOSE UNIT FOR ALL CLIMATES

QUICK, CLEAN AUTOMATIC HEAT—instant, draft-free warmth, automatically maintains comfort level desired. Walls, furniture remain free from costly damage by soot, dirt, and moisture condensation.

QUIET, POWERFUL BLOWER—three squirrel-cage blowers, single motor-operated, provide 460 cubic feet of air per minute.

GAS-TIGHT CONSTRUCTION—heating units seam-welded throughout; carefully tested to assure gas-tight, leak-proof operation.

WEATHER-TESTED—thoroughly field-tested for trouble-free operation in all weather. Burner input rating: 35,000 btu on all gases. Operates on 110-volt 60-cycle alternating current. Heat exchanger carries five-year warranty against rusting or burning out. Controls, other component parts guaranteed for one year.

DEVELOPED AND
MANUFACTURED BY

**HUNT HEATER
CORPORATION**

220-BP 12th Ave., N.
NASHVILLE 4, TENNESSEE



When Butane says **"HANDLE WITH CARE"**

CHIKSAN ADDS SAFETY and SPEED TO LOADING OF TANK CAR AND TRUCK



With counterbalanced Chiksan loading racks, one man can quickly and easily make connections to tank cars.

CHIKSAN low pressure swivel joints employed here on both supply and return lines insure safety, speed and economy in loading tank cars.



A typical near ground level truck loading rack using CHIKSAN joints on supply and return lines.

Close up of CHIKSAN low pressure joints on supply and return lines in truck loading of Butane.

It takes speed, safety and kid-glove handling to keep up the massive flow of liquefied petroleum gas at Standard Oil Company of California's El Segundo plant.

Chiksan provides the necessary liquid-tight, gas-tight unions, the characteristic flexibility of motion to keep the touchy Butane flowing at a swift, even pace with safety to workers, plant and community—with profit to the company.

No less than eight Chiksan Ball-Bearing Swivel Joints are needed for each loading installation to keep the gas moving into tank and truck—to provide the essential carry-off of the highly explosive vapors. And with Chiksan on the job, metal of relative low porosity takes the place of more porous and less safe rubber.

Standard Oil Company of California's El Segundo installations are typical of industry's reliance on Chiksan Ball-Bearing Swivel Joints around the world to speed the flow of enterprise—to promote production and defense—to increase safety—to protect profits.

Wherever liquid or gas must flow in industry—wherever hydraulic systems can add efficiency and economy—Chiksan Ball-Bearing Swivel Joints are on the job. If more flexibility—greater stamina—longer life and added economy are of interest to you, Chiksan's Research and Development Division can help you find a better, swifter way.



CHIKSAN



Subsidiary of FOOD MACHINERY AND CHEMICAL CORPORATION



CHIKSAN COMPANY, Brea, California • Chicago 3, Illinois • Newark 2, New Jersey • Well Equipment Mfg. Corp., (Division)
• Chiksan Export Co., Brea, California; Newark 2, New Jersey • Chiksan of Canada, Ltd., Edmonton, Alta.

onto and Montreal, in addition to its appointed distributors, Wells H. Morton Ltd. in Calgary, and Pacific Controls Ltd. in Vancouver, B. C.

In five plants, located in Glendale and Burbank in California, Iron Mountain, Mich., Skokie, Ill., and Guelph, Canada, backed by seven regional warehouses, General Controls manufacturers and assembles products for oil, as and electrical application.

They encompass the fields of appliances, which include water heaters, kitchen ranges, clothes dryers, etc.; heating and air conditioning

equipment; industrial controls, including those for oil refineries and processing industries; commercial refrigeration; and aircraft, both civilian and military.

Beaird's truck fleet honored for safety record

The J. B. Beaird Co., Inc., Shreveport, recently was awarded a bronze plaque in recognition of the best safety record in Louisiana for firms with vehicles travelling 1 million to 5 million miles in 1955.

Presented at the annual convention



C. E. Russell (right), Beaird works manager, receives congratulations and plaque for his company's safety achievement from Rufus Jones, assistant to the president of Trailmobile Inc.

NEW PRODUCTS

Internal Vapor Relief Valves

No. 2115 — ¾" NPT, provides relief capacity for motor fuel tanks and domestic tanks up to 150 gallons.

No. 2112 — 1¼" NPT, provides relief capacity for bob-tails, transports and small storage tanks.

Contour Shut-Off Valves for Motor Fuel Tanks

No. 815 — with 20 degree angle tube-outlet, eliminates the bend in tubing, SAE ¾" outlet, ¾" inlet. Also available with right angle tube-outlet (No. 814).

No. 817 — Same shut-off valve plus tapped female NPT for dip-tube.

No. 816 — ¾" NPT inlet, ¾" NPT straight outlet with excess flow and provision for dip-tube, specially for fork lift truck.

Six New Excess Flow Valves

No. 2618 — 1¼" M x ¾" M

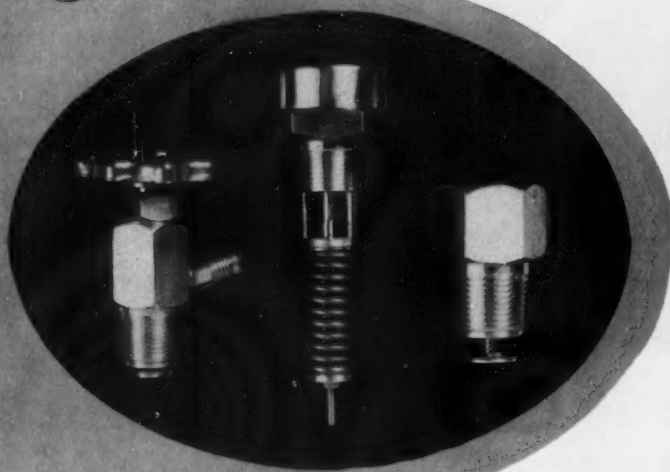
No. 2630 — ¾" M x ¾" M

No. 2632 — 1" M x 1" Fe.

No. 2634 — 1¼" M x 1¼" Fe.

No. 2637 — 2" M x 1¼" Fe.

No. 2639 — 2" M x 2" Fe.



RDNEY INC.

105 COLE STREET DALLAS 7, TEXAS

COMPLETE SUPPLIERS OF NH3 AND LPG EQUIPMENT

of the Louisiana Motor Transport Association in New Orleans by Rufus Jones, assistant to the president of Trailmobile Inc., the award was received by C. E. Russell, Beaird works manager.

Last year, Beaird's fleet of 34 trucks set a record of less than one accident in 100,000 miles while travelling more than 2 million miles through 32 states and Canada. Most of the mileage was tabbed on shipments of L. P. gas systems to Beaird's more than 200 stocking points throughout the country. In Shreveport, an equally outstanding record is being set by Beaird's five manufacturing divisions who have worked more than 400,000 hours, during the past 116 days without a lost-time accident.

Tuloma concludes three-day sales meet

Twenty-five members of the Tuloma Gas Products Co. staff, including representatives from the company's district offices, attended a three-day sales conference held in Tulsa for members of the sales department.

Conducted by W. R. Thorne, manager of sales, the meetings were highlighted by reports from the company's executive officials.

Speaking before the group were R. A. Carter, president; H. R. Thomas, vice president and general manager; K. V. Doughty, manager of supply; and W. R. Lavery, sales supervisor.

Magic Chef undertakes comprehensive advertising

One of the most comprehensive spring advertising campaigns in its history has been undertaken by Magic Chef Inc., according to Cecil M. Dunn, president.

See it at the LPGA Convention
Booth 155

HEWITT-ROBINS NEW TWIN LP-GAS HOSE



HEWITT-ROBINS

EXECUTIVE OFFICES



STAMFORD, CONN.

INDUSTRIAL HOSE • CONVEYOR BELTING • CONVEYOR MACHINERY • VIBRATING CONVEYORS • VIBRATING SCREENS • DESIGN, MANUFACTURE,
ENGINEERING AND ERECTION OF COMPLETE BULK MATERIALS HANDLING SYSTEMS • "GLIDE RIDE" THE NEW MOVING SIDEWALK

MAY, 1956

153

A full-color bleed spread in the April issue of *Reader's Digest* will be the high point of the campaign. A total of 12 major consumer magazines will be used for the campaign, which Mr. Dunn estimates will reach nearly 50 million in circulation. The spring ad schedule was engineered by Magic Chef's Allan M. Wyman, director of advertising and promotion, and Farson, Huff and Northlich, Cincinnati, the firm's agency.

A total of four different ads will run in 12 publications. The books include: *The Saturday Evening Post*, *Reader's Digest*, *Living for Young*

the RANSOME LINE



The Complete Line...

of
HIGH QUALITY
LP-Gas Torches
Burners, Furnaces
and Portable Outfits
...for all
commercial and
industrial
applications.

THE RANSOME No. LB40R
Liquid Vaporizing Burner

Write TODAY, for catalog and price lists!

RANSOME COMPANY

Liquefied Petroleum Gas Division

ROOM A5 4030 HOLLIS ST., EMERYVILLE, CALIFORNIA



SEE
OUR EXHIBIT
IN BOOTH 307
at the
National LPG
Trade Show

Ransome

Magic Chef's full-color spread in *Reader's Digest*, the first kitchen range ad to appear in that magazine, will be exclusive with RD. Theme of the ad will be, "Imagine me, cooking like the Chef at the Astor..." It features an attractive homemaker, watching Chef Troin of New York's Sheraton-Astor, cooking on a Magic Chef.

Homemakers, Good Housekeeping, Better Homes and Gardens, American Home, McCall's, True Story, Progressive Farmer, Ebony, Household and Successful Farming.

Production high set by Standard of California

Production of crude oil, refinery runs and product sales by the Standard Oil Co. of California during 1955 have been revealed by the firm's annual report to be the highest in company history.

Crude oil and natural gas liquid production by Standard of California's world-wide operations amounted to 723,300 bbls per day. Gross production in the western hemisphere was 365,800 bbls per day including 19,300 bbls per day of natural gas liquids.

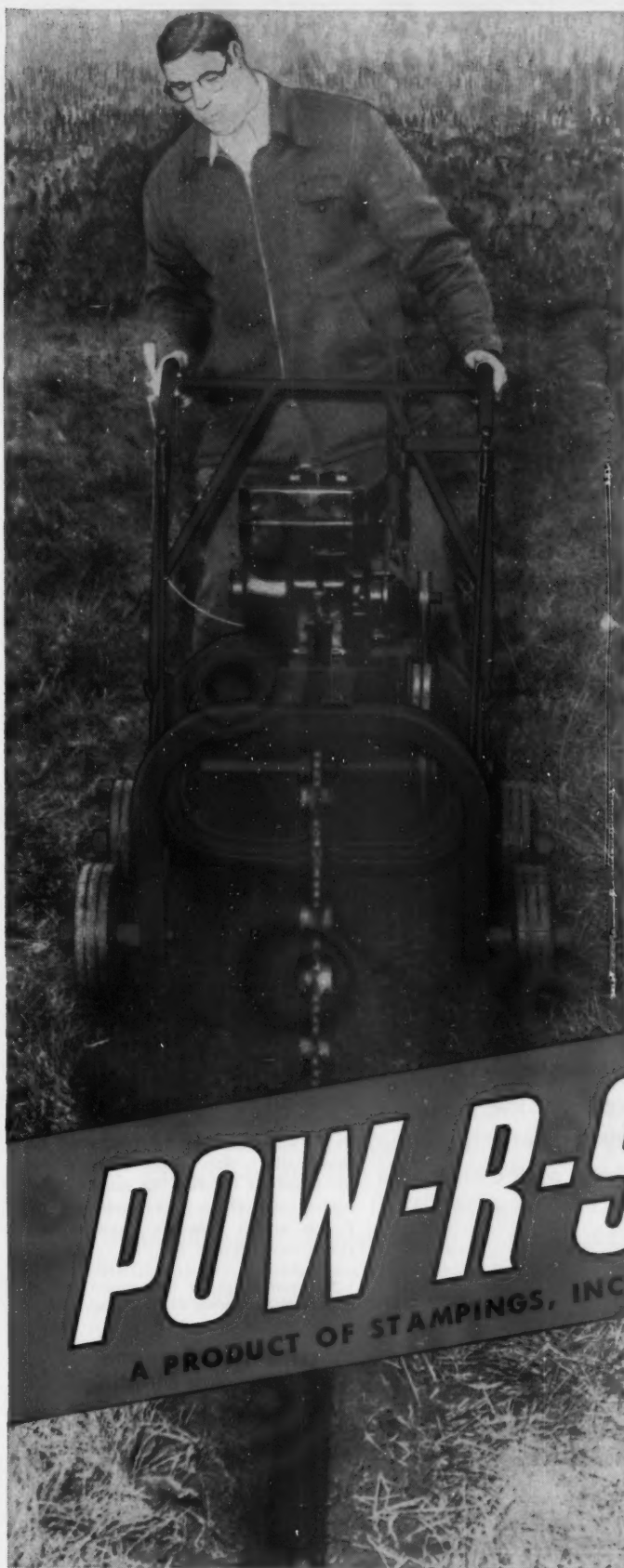
The oil company plans to spend \$3.5 million during 1956 for capital and exploratory purposes. The drilling schedule includes 900 exploratory and developmental wells in the western hemisphere. Discovery and development of underground crude oil reserves in 1955 was three times the amount produced.

Operating expenses for 1955 were at an all time high but net income after taxes was up \$19,266,208 over 1954 to reach \$231,138,655.

AGA says atom will help, not hurt

Atomic energy will one day help gas, oil and coal satisfy the growing fuel market but the conventional

BUTANE-PROPANE News



NEW!....

a great labor-saving machine that reduces man-hours to minutes!

RAPIDLY DIGS A 2½ INCH WIDE TRENCH FOR PIPE AND TUBING FOR BULK INSTALLATIONS

1. Eliminates costly, time-wasting hand digging.
2. Loaded, transported, unloaded at job by one man.
3. Designed for operation by one man. Handy controls.
4. Makes for a neat installation. No unsightly lawn scars.
5. A muscle and back saver that wins workers' co-operation. Investment rapidly repaid in time, money and morale.
6. Economical, safe, simple to operate. Rigid. Sturdy. Light in weight. Oil sealed bearings. 4 cycle standard gas engine.
7. Digs as deep as 24" at a rate that actually reduces hours to minutes.
8. Tested and approved by competent engineers under actual conditions. A quality product by Stampings, Inc. and so guaranteed.

STAMPINGS
INCORPORATED

POW-R-SPADE®

A PRODUCT OF STAMPINGS, INC., DAVENPORT, IOWA

STAMPINGS, INC. Davenport, Iowa

Gentlemen: Please send me complete information about the new POW-R-SPADE that reduces man hours to minutes.

Your Name _____

Firm Name _____

Address _____

City _____

State _____

fuels will play an important part in the American economy for many years to come.

This is brought out by the American Gas Association's new booklet, "Gas and the Atom," which answers 18 commonly asked questions regarding use of atomic energy for fuel.

A 50% increase in total U.S. energy needs during the next 20 years is anticipated by two independent groups of scientists, according to the booklet. The atom will act as a partner to gas, oil and coal in supplying these energy requirements.

The booklet points out that radio-

isotopes, a by-product of atomic energy production, are already proving useful to the gas and oil industry by helping geologists locate new gas and oil deposits.

Copies of the booklet are available from the Public Information Bureau, American Gas Association, 420 Lexington Ave., New York 17, N. Y.

General Petroleum donates \$8500 to the Red Cross

General Petroleum Corp. this month gave \$8500 to the American National Red Cross in response to the



L. E. Bourquin (right), San Francisco manager for General Petroleum Corp., presents a check for \$8500 to Walker L. Millner (left), manager, Pacific area, American National Red Cross, for disaster relief.

GEM
Quality



The spectacular beauty of a fine diamond doesn't begin to suggest its extremely hard and durable texture . . . its fine quality goes far beyond appearance.

VISIBLE Float Gauges are like that . . . tough and dependable on AA or LPG domestic or bulk storage systems . . . even on the heaviest, rough-riding mobile equipment! That's why VISIBLE is the standard of the industry . . . IT'S A JEWEL!

SPECIFY: **VISIBLE**
MAGNETIC

Sizes for all AA & LPG storage systems . . . mobile or stationary.

WRITE TODAY FOR FULL DETAILS AND PRICES.



1213 S. AKARD, DALLAS
MEEDER EQUIPMENT CO.
1745 N. EASTERN, LOS ANGELES

2545 SUMMER, MEMPHIS
ODELL GLASS & CO.
1277 HARDEE ST. N. E., ATLANTA

needs of people in disaster-stricken areas. L. E. Bourquin, San Francisco division manager presented the check, acting for R. L. Minckler, president of the corporation.

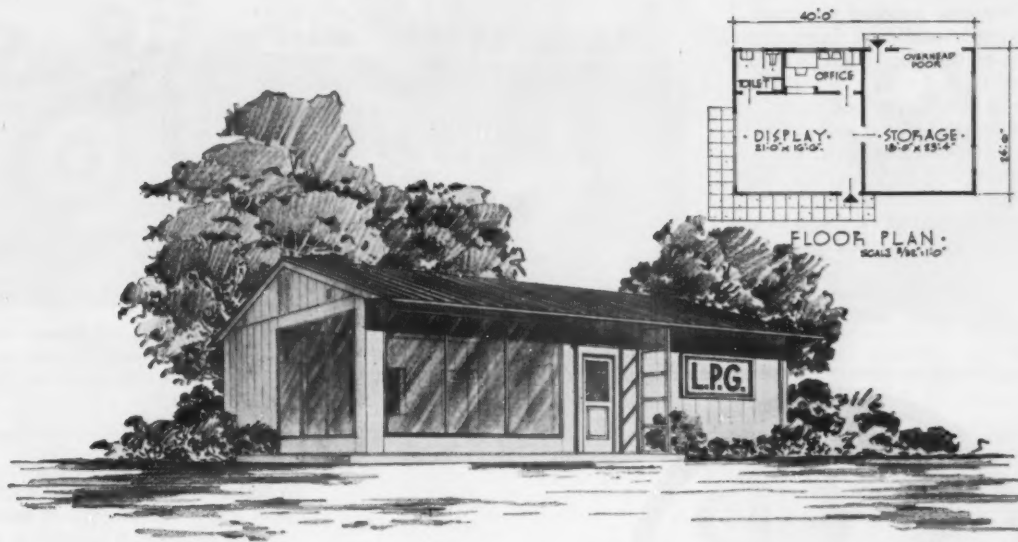
The contribution represented gifts to the Red Cross disaster relief fund from the General Petroleum Corp., Los Angeles; the Socony Mobile Oil Co. Inc., New York; Magnolia Petroleum Co., Dallas; and Mobile Producing Co., Billings, Mont. It was accompanied by a letter from Mr. Minckler in which he explained that corporation representatives in the Christmas flood areas "were aware of the prompt and effective relief being rendered on all sides by the Red Cross. For these reasons we wish to help replenish the reserve fund, so that whenever and wherever disaster strikes again, your organization will once again be ready to step in quickly and efficiently."

Accepting the donation, Walker L. Millner, manager of the Pacific area headquarters of the Red Cross, said that the contribution "will mean a great deal to Americans who will suffer when disaster strikes somewhere in the nation in the near future." He emphasized the organization's expectation of conducting major relief operations during tornadoes and floods which inevitably accompany the advent of spring.

The companies in this group are all important producers of L. P. gas.—Ed.

Puget Sound Propane completes new building

A new \$17,000 headquarters building has been completed to house the Puget Sound Propane Inc. business operated at 10990 E. Marginal Way, Seattle, by T. W. Traverso. The 40 x 60-ft single story building of reinforced concrete has 2400 sq ft of



From sketch to LPG salesroom...**In Days!**

This is one architect's idea of how an Armco Steel Building makes a typical LPG sales and storage room. You can have one just like this—or one of a thousand variations—erected and ready for occupancy in a matter of days!

Your Armco Building is shipped promptly. Then you can start counting the hours until your structure is completely erected and ready to occupy. Work goes fast because erection is a matter of fitting precision-made metal panels together. No special assembly skill required.

Armco Buildings may be extended or completely dismantled and moved to new sites without loss of material. Structures have smooth, attractive exterior walls, are fire-resistant, wind- and weather-tight.

In cost, Armco Buildings are competitive with all other types of construction, and often are much lower. Write us for suggested building sizes and designs based on your LPG building needs. Armco Drainage & Metal Products, Inc., 3256 Curtis St., Middletown, Ohio. Subsidiary of Armco Steel Corporation.

ARMCO STEEL BUILDINGS



usable work area and was designed by Seattle architects to meet the specific requirements of Traverso.

Mr. Traverso handled the general contracting himself and finished the building at the amazingly low cost of \$7 per sq ft.

The site provides a good sales area at the street grade and a 4-ft drop in the rear of the building to provide adequate access to a loading dock. Gas storage tanks and delivery tank trucks are located at this level in the rear, accessible by ramped driveways to the street.

The architect provided an inex-



High merchandising and display appeal are featured in Puget Sound Propane's new building in Seattle. A parts and service shop is located in the rear.



This Emblem...

This emblem is the sign of service where the best in LPG, as well as other premium petroleum products, are bought and sold in any quantity.

PRODUCERS - MARKETERS...

Butane - Propane - Natural Gasoline and other petroleum products.

John Creigh and Harold Wolfinger look forward to visiting with you during the Convention. They'll be registered at the Conrad Hilton.

SERVICE



PETROLEUM COMPANY

TULSA, OKLAHOMA

PHONE LUther 4-7224

NATIONAL BANK OF TULSA BUILDING

pensive but attractive building with a high merchandising and display appeal and a building which serves the double purpose of providing a parts and service shop in the rear. The butterfly roof system was chosen to give a good height at the front of the building and at the back over the truck dock and to give good control of water from heavy rains.

Suburban Gas acquires Arizona properties

The forthcoming acquisition of the LPG business of Fannin's Gas & Equipment Co., Phoenix, Ariz., by Suburban Gas Service Inc., Upland, Calif., has been announced by W. R. Sidenfaden, president of Suburban.

The new properties will be merged with Suburban in October of this year and will be under the direction of Mr. Paul Fannin, who will serve as Suburban's Arizona division manager. L. P. gas retail plants acquired in Arizona are located in Phoenix, Casa Grande, Buckeye, Wickenburg and Parker. Suburban Gas presently operates retail plants in Gila Bend and Yuma.

The number of customers served by Suburban through 52 retail plants in Colorado, Arizona, California, Oregon, Washington, and Idaho will increase to approximately 35,000 through the new acquisition.

Fannin entered the L. P. gas field in Arizona in 1932, distributing butane and propane initially at that time. The company experienced outstanding growth during the last 25 years to presently become one of the largest retail and wholesale distributors of L. P. gas in the western states.

Fannin is presently engaged also in the distribution of anhydrous ammonia and related farm fertilizer

going great guns!

Join the many RHEEM
dealers who are saving stamps
and receiving wonderful
FREE GIFTS!

The response is terrific! Plumbers everywhere are turning in their Rheem water heater stamps for exciting gifts. Everybody wins in this great Rheem promotion—so get on the bandwagon and get your share!

Here's how easy it is—

You save the Rheem Prize Point Stamps you get with every better grade Rheem Water Heater. Then check your catalog to see how many stamps you need for the gifts you want. There are all kinds! So pick up your catalog, and get started right away. It's that simple.

**OFFER ENDS MAY 31—SO HURRY—SEE
YOUR RHEEM WHOLESALE TODAY!**



YOU CAN RELY ON RHEEM FOR BETTER PRODUCTS... BIGGER PROFITS

RHEEM MANUFACTURING COMPANY

Seattle • Houston • Chicago • South Gate, California
Sparrows Point, Maryland • Richmond, California

MAY, 1956

159

products. Mr. Sidenfaden points out that this business is not included in the announced merger and the facilities and personnel presently engaged in this phase of the Fannin's operation will be completely separated during the forthcoming months.

Gas appliance sales still setting records

Gas furnaces, heating equipment and water heaters are still setting new records according to figures released by GAMA.

Gas furnace makers shipped 51,700

units, 8.4% above the same month of last year. Boiler shipments totaled 5100 units, a gain of 37.8%, while shipments of conversion burners were 7400 units, 15.6% above Feb., 1955.

Gas water heaters are continuing at a pace which should bring the 1956 total past the three-million-unit mark. February shipments were 251,200 units, 10% above the same month of last year.

Shipments of gas-fired warm air furnaces set a new January high of 57,500 units, 13.4% above the same month of last year.

Pyrofax aims at 97,000 new customers in 1956

The greatest number of new users for any year in the company's history was added by Pyrofax Gas Corporation in 1955, Otto Neustadt, sales manager, stated at the company's 28th annual sales meetings of distributors held recently in Boston, Baltimore, New York, Detroit, Cincinnati, Chicago, Minneapolis and Jacksonville.

A drive for 97,000 new customers—85,000 cylinder and 12,000 bulk—was announced for 1956. To help achieve this goal a new and more liberal finance plan for appliances was outlined. A program of providing Pyrofax gas in 20-, 33½- and 43½-lb cylinders was inaugurated for industrial customers. This will complement the company's present 100-lb cylinder and bulk gas service, in addition to its line of gas appliances.

Mr. Neustadt also launched a sales contest in which each distributor will compete only against his own 1955 record, with vacations in New York, Bermuda, and Haiti for the winners and their wives. In addition, there will be a cash bonus for each new customer gained during the contest as compared with the same period last year. Mr. Neustadt and other speakers elaborated on the building program announced at the end of January under which the company plans to add 31 filling plants to the 65 now in operation.

F. W. Frost, vice president, described a gas load increase bonus plan and announced a group insurance plan for distributors and their employees, under which the company will pay a substantial share of the premiums.

Mrs. America contest again sponsored by AGA

Mrs. America for this year will be selected at the grand contest to be held at Ellinor Village, Daytona Beach, Fla., in May, according to Bert Nevins, managing director of the Mrs. America homemaking contest which seeks to select the nation's outstanding housewife.

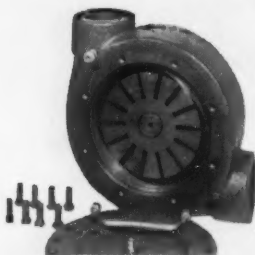
Top homemakers from the 48 states and the District of Columbia will compete in the 18th annual homemakers' olympics. All 49 finalists will have been selected as top homemakers in their respective states as a result of contests conducted by gas utility companies which are members of the AGA as well as by daily newspapers, television and radio stations. The annual

HIGH VOLUME AT DIFFERENTIAL PRESSURES

**UP TO
300 P.S.I.**
Without Need For
Vapor Return Line

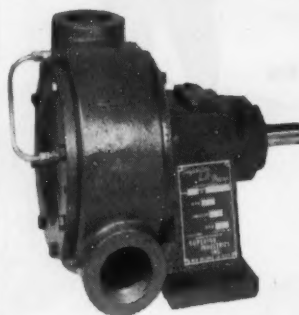
With Summer coming, you will have to work against high pressures. That's when the outstanding performance of "Superior" LPG Precision Rotary Pumps would really save time and money for you, by enabling you to fill tanks and cylinders faster.

This efficient pump is capable of high volume at low pump and engine speeds. It eliminates the use of vapor-hose, shortens delivery time and lightens truck mounting without need for piping change. Available in 75 and 110 G.P.M. sizes. Write for descriptive folder and name of nearest Distributor.



14 Hydraulically-balanced, pressure-activated, self-lubricating and self-adjusting carbon vanes provide positive pumping action. There is no metal-to-metal contact.

Superior
L P G
PRECISION ROTARY PUMP



New
Model
TC

VISIT BOOTH 180

**L P G A
CONVENTION**

North Exhibition Hall
Conrad Hilton • Chicago

MAY 6-9

See the Superior Pump in Operation

SUPERIOR INDUSTRIES, INC.

1007 National Bank of Commerce Bldg.

NEW ORLEANS 12, LA.

**INQUIRIES INVITED
FROM DISTRIBUTORS**

The Fastest Growing Sales Opportunity of the Year!

THE *New* FAST SELLING LOW COST GAS CENTRAL HEATING UNIT

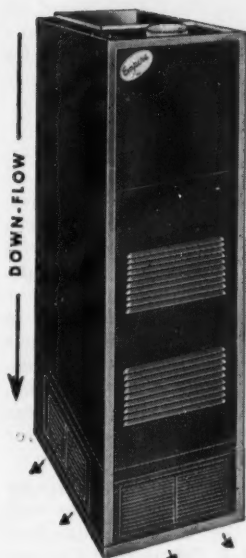
Empire LOW COST
FA SERIES

HERE'S A FAST TURN DEAL

THAT'S PACKED with

Sells Month After Month

Profits



MODEL No. CFA 6100
100,000 B.T.U. INPUT

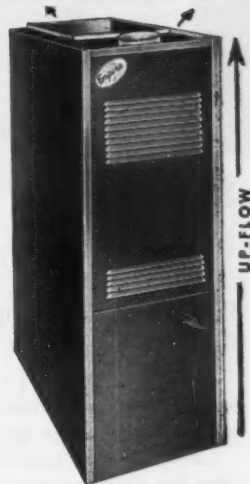
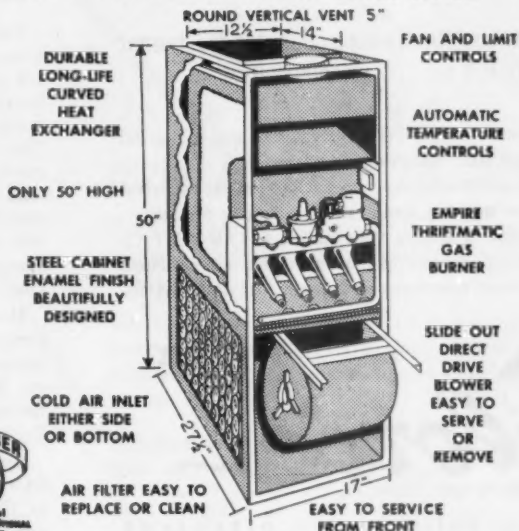
MODEL No. CFA 675
75,000 B.T.U. INPUT



IN TINY CLOSET



EASY TO INSTALL • FITS IN SMALL SPACE



MODEL No. FA 1006
100,000 B.T.U. INPUT

MODEL No. FA 756
75,000 B.T.U. INPUT

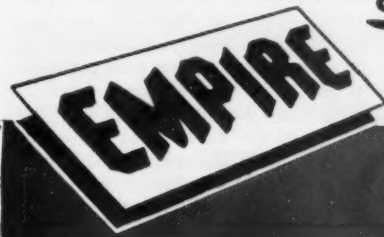


BASEMENT



UTILITY ROOM

Make extra sales that has
all these features!



Write for Further Information

STOVE COMPANY

BELLEVILLE, ILLINOIS



Show the lady **THERMO-SET**... and you're off...on a Caloric Selling Spree

It's CALORIC'S exciting Thermostatically-controlled gas top-burner that holds temperature where it's set . . . automatically.

Here's Caloric's most demonstrable feature yet! And you can put this great salesman into action right before your customer's very eyes.

Just connect your range to gas, turn the top-burner dial and get set for sales! Show her delectable eggs without burning, bacon with no smoke or spatter, golden-brown fried foods, not soggy or greasy. With Caloric THERMO-SET it's goodbye to guesswork. No more burning, scorching, boilovers! No more endless watching. It's modern cooking's most spectacular advance. Just demonstrate it and you'll sell it.

as advertised on **HOME**

Caloric

Caloric Appliance Corp., Topton, Pa.

RANGES • DRYERS • BUILT-INS • DISPOSERS

BUZZER

Reg. U. S. Pat. Off.

**NO BLOWER OR
OTHER POWER
NEEDED**

JUST CONNECT
TO GAS
SUPPLY

INDUSTRIAL GAS EQUIPMENT

BUZZER Equipment, a buy-word since 1911, provides the hottest and quickest heating . . . without blower or power. Wide range of turn down and heat control. You can depend on a BUZZER.

Send for
complete
BUZZER
Catalog

CHARLES A. HONES, Inc.

126 SO. GRAND AVE., BALDWIN, L. I., N. Y.

BURNERS - FURNACES (Heat Treating, Melting, Soldering)

Mfrs. since 1911

competition is sponsored by the AGA in conjunction with the City of Daytona Beach, Ellinor Village and a host of participating companies.

Each contestant and her husband will take up living quarters in an individual gas-equipped villa. Here each will be required to cook, prepare meals, sew, iron and in other ways demonstrate her homemaking ability in quest of the accolade as the nation's top homemaker. Each villa will be equipped with identical appliances and food. They will be judged on their household abilities as well as their personal attractiveness.

Other national sponsors of the Mrs. America homemaking competition include Colgate-Palmolive; American Kitchens division of Avco Manufacturing co.; GAMA, range division; Robertshaw-Fulton Controls Co.; Servel Inc.; and John Wood, all of whom are coordinating to build a giant jackpot of valuable prizes for the new Mrs. America and her home.

Pacific Delta holds weed burning conference

Forty dealers attended the conference on weed burning held March 8-9 in Sacramento by Pacific Delta Distributors Inc., a group of independent General California dealers. The conference was devoted to methods of promoting this summer load builder, and to discussing business aspects, application techniques, and safe practices. The meeting was opened by Ralph A. Weaver, Weaver Gas Service, San Jose, Calif.

How to develop a weed burning program and make it pay was well covered by Ben Brunner, Manchester Welding & Fabricating Co. and Robert Strawn Jr., Agricultural Equipment Co., La Junta, Colo.

Bert Presley, Rotary Sierra Co., Sacramento; C. H. Penniman, Weaver Gas Service Co. and K. Kennepohl, Lancaster Gas Co. discussed application problems and techniques. Actual field weed flaming demonstrations, including ditch burning, roadside burning and hand torch burning were conducted.

Weed control specialist Dr. William Harvey of the University of California spoke on the weed problem in California. The importance of observing recommended safe practices in the operation of weed burning equipment was pointed out by Fred Carter of the Division of Industrial Safety and William Hulse of Pacific Delta Distributors Inc. A panel discussion concluded the two-day conference.

the LMC Money Maker



*is on the road to setting
new records in dealer profits*

The LMC Money Maker with its increased capacity of 7500 to 8000 gallons with 250 lb. W.P. allows high payloads with a low tractor and trailer investment.

The neckdown design gives you a low center of gravity, higher road speeds and more gallons in your storage tank when you need them. Whatever your LP Gas transport problem, you'll find this unit is a Money Maker for you.

In states with higher legal weight limits, our 9000-plus gallon neck-down unit may be your best buy.



Buy on the LMC budget plan!

WRITE FOR ADDITIONAL INFORMATION, PRICES AND PAYLOADS

LUBBOCK MACHINE & SUPPLY CO

P. O. DRAWER 1589

Porter 2-5261

LUBBOCK, TEXAS





This truck calls on dealers across the nation to demonstrate precision rotary pumps which are designed especially for gases and liquids under pressure.

Tulsa office opened by Suburban Propane

A product supply office has been opened in Tulsa, Okla., by Suburban Propane Gas Corp., Whippany, N. J. Martin L. Dowell has been appointed the company's Tulsa representative.

In making the announcement, President Mark Anton stated that the company's expanding market in the retail, wholesale, and industrial fields

makes it necessary to establish a Suburban Propane office for product procurement and distribution in the Southwest.

Specially equipped truck demonstrates pump

Field conditions for the handling of butane, propane, freon, anhydrous ammonia and other gases and liquids under pressure are simulated on the

sales demonstration truck used by Superior Industries Inc., New Orleans.

The truck is used in calling on dealers across the nation to demonstrate Superior's LPG precision rotary pumps which are designed especially for gases and liquids under pressure.

Equipment on the truck includes a tank, a Superior pump driven by a power take-off, pressure gauges, a pump speed tachometer and a meter which indicates the number of gallons per minute being delivered.

Gas clothes dryers show big gain

Home laundry appliance factory sales for Feb., 1956 totaled 558,669 units, a 19% increase over Feb., 1955, according to Guenther Baumgart, executive director of the American Home Laundry Manufacturers' Association.

Sales of automatic and semi-automatic washers amounted to 299,114 units, and wringer and spinner models amounted to 106,517. Total washer sales for the month equaled 405,631 units, 15% greater than for Feb., 1955.

Automatic clothes dryers again



*U.S.A. and Canadian Patents Applied For.



Charles Homuth demonstrating use of his revolutionary new True Blue semi-automatic dispensing valve.

Drudgery Never Was Fun

If you paint and fill cylinders the True Blue way you will have fun while you work . . .

The TRUE BLUE semi-automatic DISPENSING VALVE —

- Extremely fast
- Thoroughly safe and dependable
- Fills one to three, 100-pound cylinders per minute
- Cuts labor costs up to 75%
- Can be installed on cylinders and removed in 5 seconds or less
- Is simple to operate
- Eliminates opening or closing any valve except cylinder valve
- Has 100% safety factor
- Has positive action on both shut-off and opening
- Is constructed of high grade steel — All chrome plated throughout

Every True Blue Dispensing Valve carries a full 12-month guarantee. Valves will be repaired or replaced, when returned prepaid to the True Blue Oil Company.



In Position — Ready for painting.

Distributors Wanted!

All Products Ready for Immediate Shipment — Write or Wire for Prices.



Charles Homuth

Beulah N. Homuth

TRUE BLUE OIL COMPANY

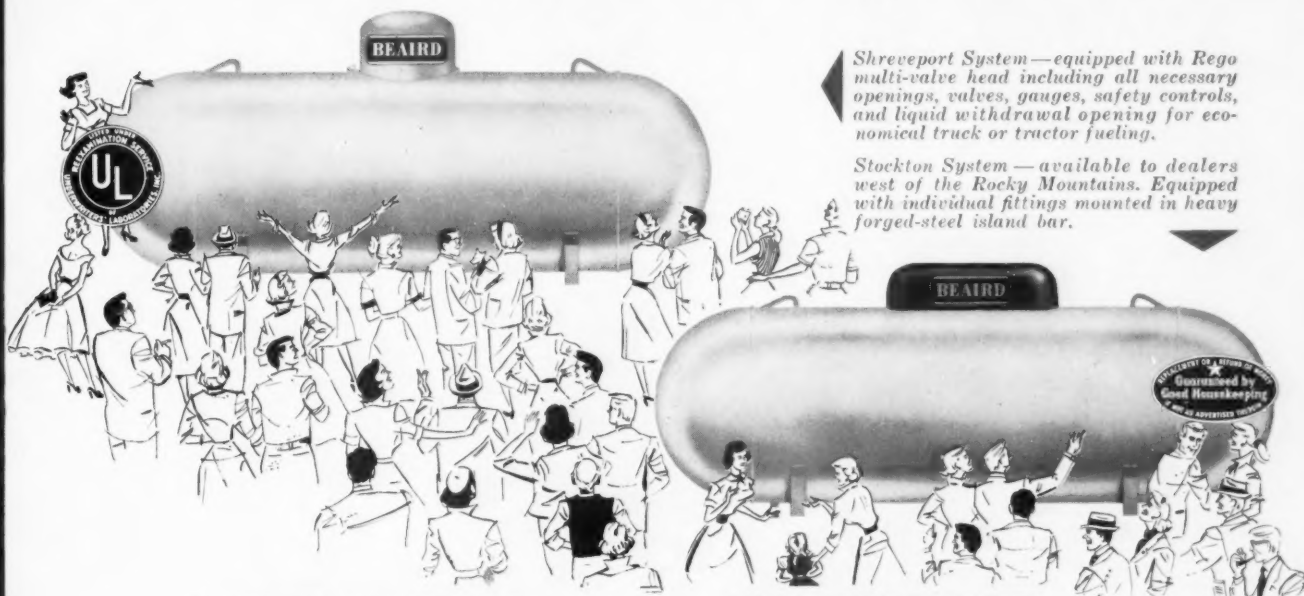
• PLATO CENTER, ILLINOIS

WHY BEAIRD SYSTEMS ARE —

Winning New Customers



Take a few moments to examine the "Extras" in Beaird LP-Gas Systems and you will immediately see why Beaird is first choice with Dealers, Builders and Homeowners everywhere. See how Beaird's many exclusive features in these systems give dependable performance with exceptional economy — and how Beaird's "Profit Plan Financing" lets you expand your LP-Gas business to bring in these new customers and meet competition.



Shreveport System—equipped with Rego multi-valve head including all necessary openings, valves, gauges, safety controls, and liquid withdrawal opening for economical truck or tractor fueling.

Stockton System—available to dealers west of the Rocky Mountains. Equipped with individual fittings mounted in heavy forged-steel island bar.






- 1 **"MOISTURE FREE" DEHYDRATION** — no freeze-up worries.
- 2 **HIGHEST QUALITY FITTINGS** — assure year 'round safe dependable service.
- 3 **SAFETY-BUILT CONSTRUCTION** — offset head-to-shell construction, machine welded seams and extra strong lifting lugs and supporting legs.

- 4 **DURABLE "WEATHER-WELD" WHITE ENAMEL FINISH** — bonded electrostatically to metal.
- 5 **ADVERTISING AND MERCHANDISING AIDS** — hard-hitting dealer level sales support: mailers, newspaper mats, radio and television materials ... plus Good Housekeeping Seal.
- 6 **STOCKING POINT PROGRAM** — puts the size system you need where you can get it in a hurry without delay or inventory expense.

Write today — for complete information or for a Beaird "Profit Plan" designed to make your business grow.

THE J. B. BEAIRD COMPANY, INC.

BEAIRD

 Anhydrous Ammonia	 Pressure Bulk Storage	Shreveport, Louisiana Stockton, California
 Transports	 Filling Station	 LPG

Sell the systems that will stay new for the years ahead



Now ... 1,000 BONUS GALLONS EVERY TRIP

IN STOCK
IMMEDIATE
DELIVERY



... WITH BEAIRD *Payliner* TRANSPORTS

You can actually count on a Beaird Payliner single-tank transport to do your job faster and for less money. With bigger legal payloads, one Payliner can mean an extra \$4,000 profit, in a single year's operation. And low original cost plus long term financing starts you saving the day you buy.

**EXTRA CAPACITY
SAVES YOU TIME**

You haul bigger loads on a time-saving schedule and save money doing it. Beaird Payliners fill quickly and have front and rear outlets to speed up unloading. Their low center of gravity and excellent balance makes them tops in maneuverability...reduces wear and tear on operator and equipment.

**BUILT-IN RUGGEDNESS
SAVES YOU MONEY**

Structurally designed to eliminate excess dead weight, Beaird Payliner tanks are formed from high tensile steel,

100% x-ray of seams and stress relieving assures maximum strength and safety. The entire unit is fabricated according to 1952 ASME code for 250# or 265# working pressure.

**PRODUCT ENGINEERED SIZES
FOR IMMEDIATE DELIVERY**

Single-tank Payliners: 7,200 w.g. capacity for Propane or Butane — 6,165 w.g. capacity for Anhydrous Ammonia.

Twin-tank Payliners: 5,600 or 6,000 w.g. capacity for Propane or Butane — 5,380 w.g. capacity for Anhydrous Ammonia. Other sizes to meet special operating requirements are available on custom order.

Buy full load capacity — Write today for a quotation on a Beaird Payliner transport sized "just right" to fit your hauling needs and financed to fit your pocket.

THE J. B. BEAIRD COMPANY, INC.



L-P Gas



Anhydrous Ammonia



Pressure Bulk Storage



Transports



Filling Station

BEAIRD

Shreveport, Louisiana
Stockton, California



Here are the features ★ your next delivery unit should have..

AND ONLY **AMERICAN** GIVES THEM TO YOU

A Custom Unit at Lowest Cost

★ New super-safe plumbing system increases pumping capacity . . . makes delivery faster . . . saves time and money.

★ Tanks are locked to truck. Positively won't slip forward . . . a great driver-protection feature in case of accident.

★ Best balanced units on the road. American delivery units save wear and tear on trucks, give greater safety.

★ Motor fuel tank and meter mounted in rear . . . can't be side-swiped or sheared off . . . another American safety feature.

★ Quick changeover . . . when your long lasting American tanks are ready for a new truck, they can be changed over in just a few minutes . . . another American plus.

★ Good Looks . . . American delivery units are streamlined and good-looking . . . give you the extra safety you need with the smart appearance you want.



Deluxe Model N17. A completely enclosed, compact unit designed with all controls, motor fuel tank, meter, hose reel, power take-off and clutch controls in rear cabinet. Particularly desirable for dealers in northern areas . . . keeps all controls and equipment clean, fully protected from snow, ice or rain.



Deluxe Model B21. Fuel tank and fire extinguisher located in rear . . . meter and hose on catwalk next to driver. Also available with fuel tank, clutch, power take-off and hose reel in rear.

FINANCING AVAILABLE—Write for Information

HEADQUARTERS FOR THE LP GAS DEALER

1 order • 1 shipment • 1 invoice

Telephone STerling 4916



American Tank

AND MANUFACTURING COMPANY INC.

2136 WEST COMMERCE STREET • BOX 5525 • DALLAS 22, TEXAS

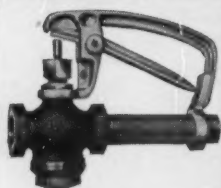
ALSO AVAILABLE AT:

Jackson, Mississippi
P. O. Box 2563
Highway 80 East, Phone 3-8726

P. O. Box 1555
North Miami, Fla.

Littlefield, Texas
306 N. Ripley
P. O. Box 689, Phone 228 MX

**DISPENSE
LP-GAS
SAFELY,
QUICKLY**



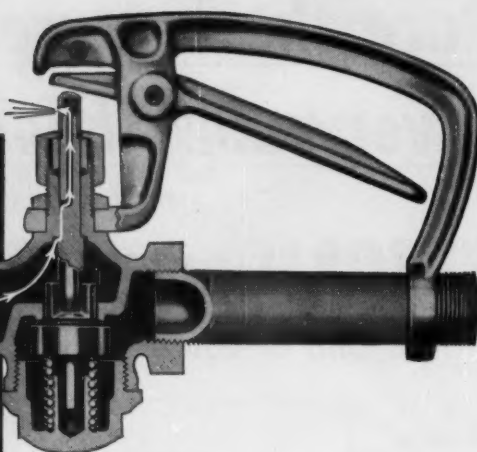
No. 8009
LP-GAS QUICK-OPENING
GLOBE VALVE



No. 8001-LPG GLOBE VALVE



4689-V



**Safeguard Design Directs Hose Back Pressure
Away from Operator**

This Ohio Brass valve was designed to bleed off trapped LP-Gas slowly and harmlessly, in a direction away from the operator's hand.

The O-B No. 8009 has a special escape port in the stem. When the lever presses against the stem, no gas can escape. But after the LP-Gas is dispensed and the lever released, gas trapped in the line escapes through the port which is aimed away from the operator's hand.

Both the No. 8009 and its companion globe valve have been listed by Underwriters' Laboratories for use on LP-Gas. The No. 8009 comes in three sizes — 1/2, 3/4 and 1-inch. The No. 8001 Globe and companion angle valves are available in a complete size range from 1/4 through 3 inches.

For additional information on Ohio Brass valves for LP-Gas service, send for Bulletin 1345-V.

Ohio Brass
MANSFIELD  OHIO, U.S.A.

showed the greatest sales gain for the month as compared with Feb., 1955. Gas dryers amounted to 42,507 units, a 49% increase over the corresponding 1955 period. Electric dryer sales amounted to 106,015 units, 31% greater than in Feb., 1955. Total dryer sales amounted to 106,015 units, 31% greater than in Feb., 1955. Total dryer sales for the month were 148,522 units.

**General Gas will up
underground storage**

General Gas Corp. plans to nearly double its underground storage facilities near Gibsland, La.

R. D. Phillips, president of General Gas, said his company will increase its underground storage from 12 million to 20 million gal. of L. P. gas.

Extensive underground storage facilities permit General Gas to acquire large volumes of L. P. gas during the spring and summer when the fuel is not in demand for heating purposes. This high volume storage permits the company to meet the winter demand efficiently and inexpensively.

**Neches Butane takes
options on added acreage**

Neches Butane Products Co. has announced it has taken options on 80 acres of land adjacent to its plant near Port Neches, Texas, for future expansion of its butadiene manufacturing plant.

W. H. Hoffman, president of the company, said the expansion is still in the "talking and planning" stage and no details have been announced.

The company also owns about 350 acres, and with this the site for additional facilities is adequate, Mr. Hoffman said.

**Ruud's promotion drive
receives high response**

High initial response to the 1956 promotional campaign of Ruud Manufacturing Co., developed to help gas and L. P. gas companies and appliance dealers increase their sales of automatic gas water heaters, is reported by F. A. McFerran, general sales manager for the Kalamazoo, Mich., manufacturer.

Reports from the field indicate a heavy demand for Ruud sales tools tailor-made to help these distributors realize maximum profits from the growing water heater market, according to Mr. McFerran.

The promotional campaign is keyed to the theme that Ruud has a

BUZZER
Reg. U. S. Pat. Off.

**NO BLOWER OR
OTHER POWER
NEEDED**

**JUST CONNECT
TO GAS
SUPPLY**



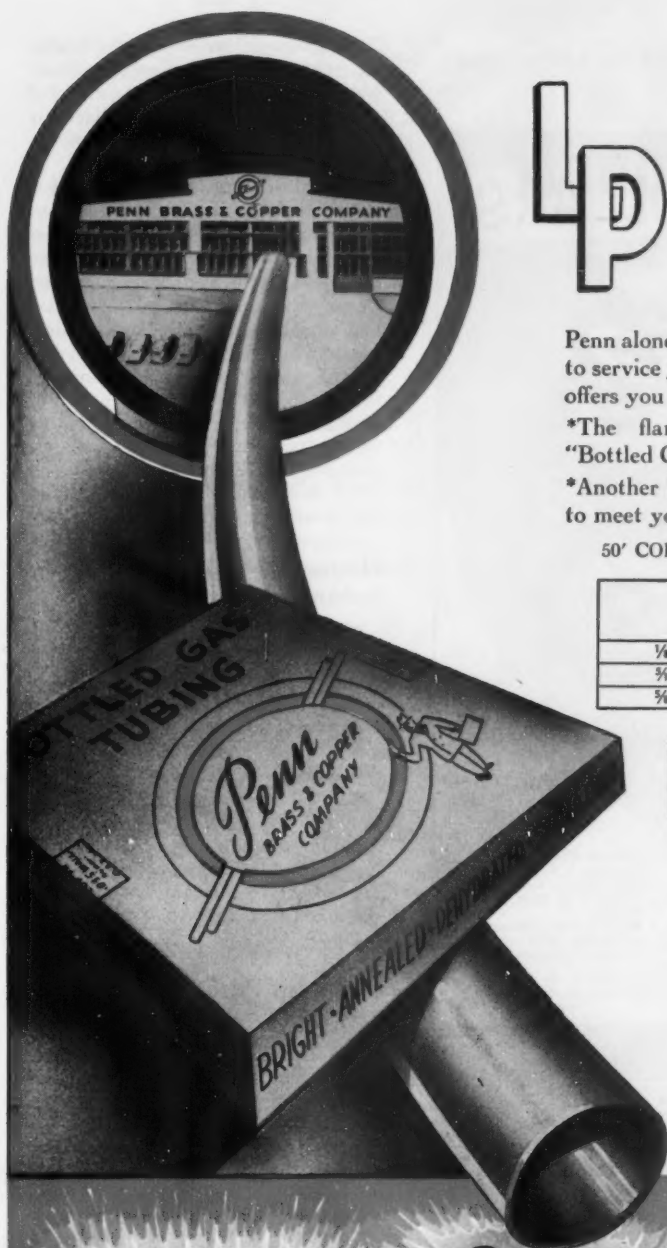
Oven Furnaces

BUZZER Equipment, a buy-word since 1911, provides the hottest and quickest heating . . . without blower or power. Wide range of turn down and heat control. You can depend on a BUZZER.

Send for complete
BUZZER
Catalog

CHARLES A. HONES, Inc.
126 SO. GRAND AVE., BALDWIN, L. I., N. Y.
BURNERS · FURNACES (Heat Treating, Melting, Soldering)

Mfrs. since 1911



LP GAS ALUMINUM and COPPER TUBING

Penn alone saw the importance of installing a department to service you, "your own industry." This department offers you the following:

*The flame blue protective carton—labeled, "Bottled Gas Tubing," the industry's standard.

*Another Penn first—varied wall thicknesses to meet your needs—see chart below.

50' COILS INDIVIDUALLY PKD.

O. D. SIZES	WALL			
	Copper		Aluminum	
$\frac{1}{8}$ " - $\frac{3}{16}$ " - $\frac{1}{4}$ "	.030	.035		
$\frac{5}{16}$ " - $\frac{3}{8}$ " - $\frac{7}{16}$ " - $\frac{1}{2}$ "	.032	.035	.035	.049
$\frac{5}{8}$ " - $\frac{3}{4}$ "		.035	.035	.049

LP TUBE TOOLS

Penn's Papco tube tools are also the standard for the LP industry. The Zip-Kit now includes, in addition to the famous Papco No. 400 flaring and the No. 500 cutting tools, the Form-a-Gage—another Penn first. Write for your industry's tool guide.



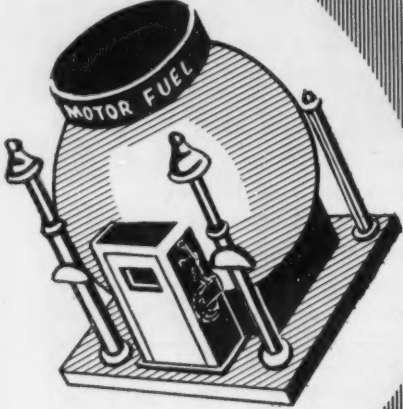
QUALITY TUBING HAS A "PENN NAME"



PENN BRASS & COPPER COMPANY

ERIE • PENNSYLVANIA • TELEPHONE 3-1164

\$\$\$ EXTRA DOLLARS



PATENTED

SATELLITE

- Capture Those Highway \$\$\$\$
- Eye Appeal - Compact - Designed to Solve Space Problem
- A.S.M.E. Code Constructed
- Quality Workmanship
- Delivered Complete

IMCO

INDUSTRIAL MFG. CO. of TEXAS INC.

SWEETWATER, TEXAS • BOX 698 • PHONE 4862

Write Today for Additional Information on "IMCO" Products.

"full coverage" line—a water heater for every purpose and every pocket-book. The program offers a variety of sales helps that can be utilized by gas and L. P. gas companies and appliance dealers.

One-column to five-column newspaper mats are available for advertising in local newspapers. A series of suggested commercials is furnished for local radio and television use. Three-color appliance stick-on stars and three-color wall and window banners are furnished for indoor display. For outdoor display, there are three-color billboard posters. Direct mail pieces are furnished for mailing to customers. Specification sheets and product literature describe by word and picture five domestic and five commercial lines.

House bill shields butane gas dealers

The Mississippi House of Representatives, at a recent meeting, granted the state motor vehicle controller authority to adopt retaliatory measures in connection with the granting of permits to out-of-state retail butane gas dealers.

The move was to provide protection for Mississippi dealers. It is a companion to a proposal by Rep. C. B. Newman of Issaquena county requiring non-resident dealers to install permanent facilities of 6000 gal. capacity.

National Park Service holds LPG training meet

The National Park Service held a training conference for selected staff members of the Park Service in district 3 at Big Bend National park, Texas, on March 6-8. Selected employees of eight national parks and monuments of region 3 of NPS were represented. The group in attendance included engineers, architects, foresters, rangers, maintenance supervisors and mixed gang foremen.

The training program was planned and developed by Frank Ahern, chief safety officer of the NPS, with assistance from William H. Richardson and Warren Oliver, safety engineers, Eugene Mott, chief of construction and maintenance, Southwestern National Monuments, the LPGA, NFPA, and Bastian-Blessing Co. Purpose of the conference was to familiarize these responsible personnel with the nature of L. P. gas and the problems arising from its storage and use in the parks. Particular emphasis was paid to the aspects of safety in connection with utilization facilities, and to the present problems arising from

Keep Up with L. P. gas Developments Each Month

BUTANE-PROPANE
News

by subscribing to
198 SOUTH ALVARADO STREET, LOS ANGELES 57, CALIFORNIA

See Page 2 for Foreign Rates

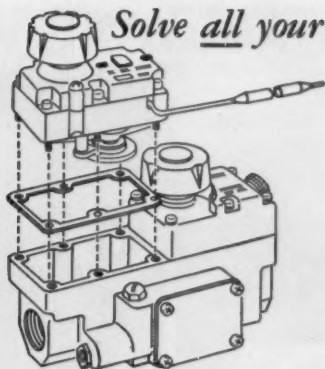
☐ Check herewith ☐ Bill me ☐ 1 year \$2.00 ☐ 2 years \$3.00

Name _____ Title _____

Firm _____

Street _____

City _____ Zone _____ State _____



Solve all your room and wall heater control problems with

Honeywell Adatrol!*

the gas cock Pilotstat with add-on thermostat

Here's how the add-on thermostat fits into the Pilotstat

- Fits all gas room and wall heaters
- No more adapter kit problems
- No more costly stocking problems

The Honeywell Pilotstat



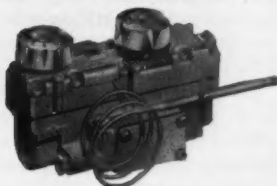
C592 Pilotstat. This new Honeywell Pilotstat fits any gas room heater and wall furnace. It features a 100% safety shut-off in case of pilot or flame failure. It is available with or without pilot gas filter, (no external filters necessary)—and will operate on all gases. Specifying it on all your heaters insures your customer simple economical addition of a thermostat when desired.

Plus this add-on thermostat



T5000 Adatrol thermostat. The new Honeywell Adatrol thermostat is a high-quality, self-contained, snap-action thermostat available with or without a high-low bypass. You can add it to the Pilotstat in less than 5 minutes. Just remove 6 screws and a plate from the Pilotstat—then fit the Adatrol thermostat in and replace the 6 screws. It's as simple as that!

Equals the Honeywell Adatrol!



V5153 Adatrol—combination Pilotstat-thermostat. A compact, high-precision, Pilotstat-thermostat unit that fits all gas room heaters and wall furnaces. Can be serviced in the field, without removing piping. Cut installation, stocking, handling costs by standardizing of this efficient unit. Specify the V5153 for all your thermostat equipped heaters.



Installation time, based on actual tests, can be as short as 5 minutes.

Simplifies stocking, cuts down on service, saves time, saves effort, saves money

NOW YOU can make an on-the-job addition of a thermostat any time your customers want it—without worrying about costly adaptations or re-workings. For when you use the Honeywell Pilotstat, and the Honeywell Adatrol thermostat—you need stock only two control items to fit all your gas room heaters and wall furnaces.

Think of what this compact Pilotstat-thermostat combination means in terms of savings! No longer do you need to stock complicated adapter kits and parts that get lost, depreciated, and become broken lots. No longer do your servicemen need to spend costly hours tinkering with make-shift connections.

All you stock is the C592 Pilotstat and T5000 Adatrol thermostat, which you can buy separately and put together in the field—or the V5153 Adatrol combination Pilotstat-thermostat, which comes already assembled from the factory.

So, start making your room heater and wall furnace business pay bigger profits! Call your local Honeywell office and order the Adatrol today!

For complete information on the new Honeywell Adatrol, or on any of the complete line of Honeywell Controls, just write to Honeywell, Dept. BN-5-31, Minneapolis 8, Minnesota.

MINNEAPOLIS
Honeywell

112 offices
across the nation

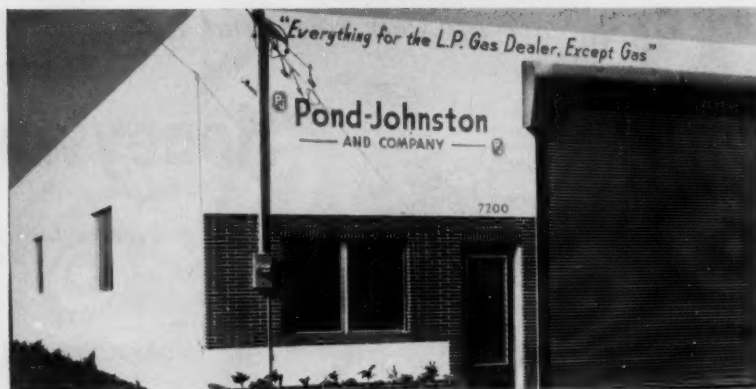


First in Controls

*Trademark

the presence of numerous house trailers in the parks and their need for refill service for their propane cylinders.

Basic training was given on the installation of piped systems in the housing facilities and the installation and servicing of appliances, primarily as background for more efficient inspection of the various LPG services in the parks. Copies of "Safety Is Everybody's Business," the reprint of the BUTANE-PROPANE *News* safety training program, were provided as permanent reference material for all personnel attending the conference.



Newest of Pond-Johnston's warehouses is at 7200 N.W. 29th Court, Miami, opened in December.

LPG equipment manufacturers . . .

CAN YOU AFFORD NOT TO FINANCE YOUR CUSTOMERS?

F.A.C.'S *flexible finance plan helps
you gain new customers, keep old ones.*

Today your customers are demanding long-term financing. When they don't get it, they don't buy. F.A.C.'s installment sales financing plan meets this demand with a sound, business-like solution to your customer's financing problems.

This service is flexible, so you can adapt it to any particular sales situation. We serve many of the nation's leading LPG equipment manufacturers—financing every product from small cylinders to huge bulk storage tanks.

F.A.C.'s Flexible Financing Plan gives you an extra sales tool—because it's another reason for prospects to buy from you. Why not meet their demand? Don't lose customers. Finance them. We urge you to telephone or wire—one of our officers will be glad to serve you.



FIRST ACCEPTANCE CORPORATION

Minneapolis 2, Minnesota 820 Northwestern Bank Bldg. FEderal 9-7711

Discount Bankers Serving Manufacturers of LP Gas Equipment

Pond-Johnston opens field warehouse in Miami

A Miami field warehouse has been opened to expedite service to its customers throughout Florida and south Georgia, according to Pond-Johnston & Co. The company had previously established its first branch in Baton Rouge in August 1955.

As specialists in equipment for L. P. gas dealers, Pond-Johnston's staff of trained salesmen covers the Southeast. Both the field warehouses carry the same items as the main operation in Mobile, so that customers may save time and freight costs by ordering from the nearest location.

Gulf Oil expansion brings more LPG to Philadelphia

A \$35 million expansion program at Gulf Oil Corp.'s Philadelphia refinery will include facilities for storage and sale of 1000 bbls per day of L. P. gas at the Philadelphia marketing area.

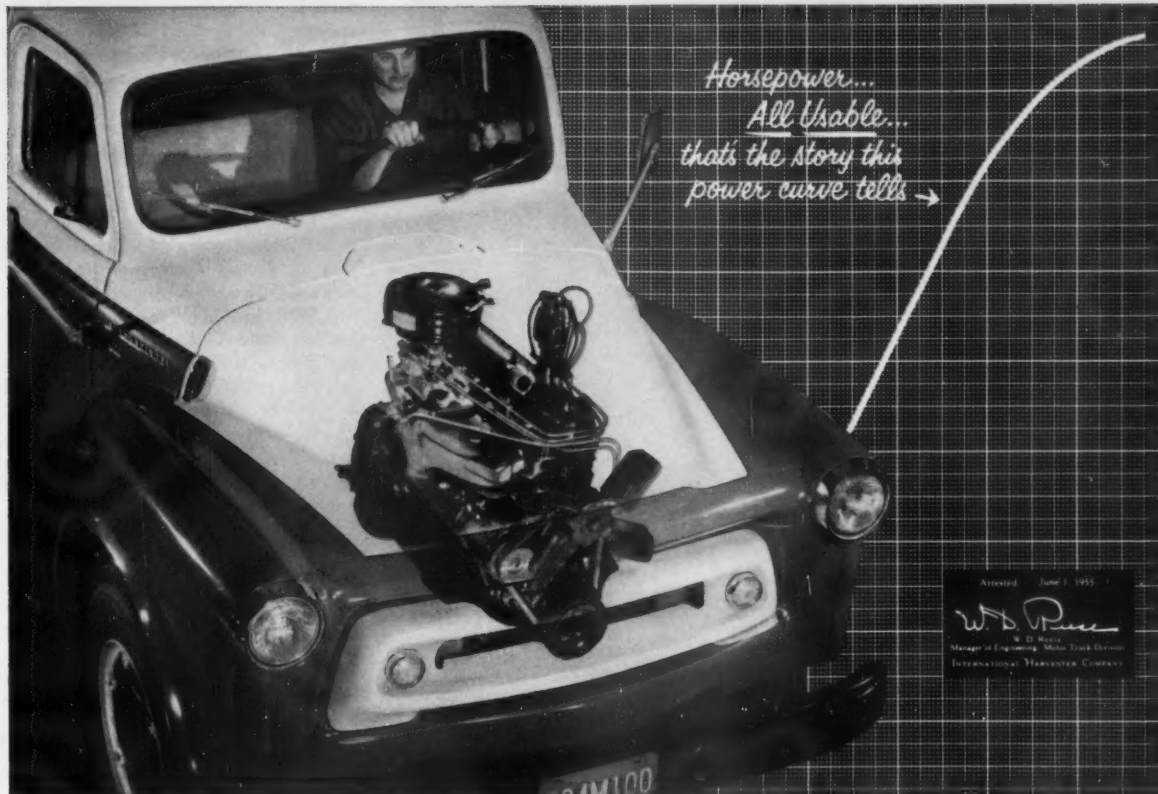
At present, all L. P. gas produced by the refinery's polymerization unit is being used for refinery fuel.

Five L. P. gas storage tanks with a total capacity of 300,000 bbls will be erected in the refinery's tank farm, and pipelines will carry the product across the Schuylkill river to soon-to-be-constructed transfer pumps and driers.

A loading rack will be built for L. P. gas sales and shipment. Completion of the entire storage and marketing project is expected some time in the autumn.

Also included in the refinery's expansion program is storage capacity for 200,000 bbls of butane for blending with gasoline. Storage will be accomplished in five spheroids which

It's usable horsepower that counts!



Internationals give you power without strain at safe, economical rpm to save you the BIG money!

Rated horsepower figures don't tell the whole story of truck performance.

Wise truck buyers want to know *more* than rated horsepower. They want to know what *actual usable* horsepower they are going to get to pull capacity loads at normal, legal speeds—without undue engine strain.

Usable horsepower—that's the point to keep in mind when buying trucks.

INTERNATIONAL engines deliver high usable horsepower at economical, wear-reducing speeds. Because they are built for use in *trucks*, with no compromise with passenger car design.

You get the usable power you need, plus longest truck life, every driver comfort and convenience. See your INTERNATIONAL Dealer or Branch for trucks exactly right for your job—all-truck built to save you the **BIG** money.

INTERNATIONAL HARVESTER COMPANY • CHICAGO

**INTERNATIONAL
TRUCKS**



All-Truck Built to save you the BIG money!

Motor Trucks • Crawler Tractors • Industrial Power
McCormick® Farm Equipment and Farmall® Tractors



In the world's most complete truck line, there are all-truck models for every butane hauling job. Two hundred basic models from 4,200 to 90,000 pounds GVW. Many with factory-installed, UL-approved LPG fuel systems. Axles, transmissions for every need.

Butane Propane



A name associated with the oil industry since Sistersville, West Virginia, in 1893 . . . over 60 years of experience.

CARTER'S reputation for dependability, which has been earned during these years, is yours when you buy LP gas from Carter.

Call CARTER when you need Butane or Propane — for domestic or industrial purposes — and you call an unexcelled supplier, with unexcelled products.

THE CARTER OIL COMPANY TULSA, OKLAHOMA

Here's why you can get results from B-P News Classified Ads

Your classified ad in B-P News will be seen in 9,013 different LPG plants . . . the *only* complete coverage of your major market in the LPG industry.

Deadline for copy is the 5th of every month preceding publication month.

Best evidence of results is the fact that for 17 consecutive years, advertisers have placed more advertising in B-P News than in any other LPG media.

BUTANE-PROPANE News
198 South Alvarado St., Los Angeles 57

will be "auto-refrigerated." This process, necessary for storing the highly volatile butane during the summer, involves the drawing off of butane vapor from the top of the sphere. This provides a refrigerating effect. The vapor withdrawn is then compressed, cooled and reinjected as a liquid.

National Council joins in home improvement drive

"Operation Home Improvement," a campaign designed to keep the subject to home betterment alive in newspapers across the country during 1956, has been launched by the United States Chamber of Commerce and nearly 100 trade associations and companies including the National L. P. Gas Council.

Aimed at encouraging consumers to improve their homes, the campaign will attempt to make it easier for the householder to obtain materials, financing and services. The slogan adopted is "56—The Year to Fix."

Home modernization will play a big part in the home improvement picture and the council is providing newspapers with articles and illustrations based on the theme "L. P. gas brings modern living comforts anywhere."

Transformations of kitchens through use of L. P. gas and home and farm betterment with L. P. gas household appliances and farm equipment will keynote the nationwide, year-long campaign which offers tie-in possibilities for everyone in the LPG field.

Anchor has new offices in Oklahoma City

New and enlarged offices have been opened by Anchor Petroleum Co. in Oklahoma City to keep up with the growing demand for LPG in the area.

According to W. A. Baden, Anchor president, the new offices have been completely designed and decorated to Anchor specifications. They are located at 109 NW 23rd St. C. H. Swanson heads the Oklahoma City operation for Anchor.

Defense production halted by Delta Tank

Demand for oil field, chemical and petrochemical industry equipment has forced conversion of Delta Tank Manufacturing Co.'s Baton Rouge, La. plant from defense to civil production, and the company's withdrawal from defense contracts, ac-

EXPAND

YOUR NON-HEATING BUSINESS...
and speed your heating service, too!



Kiker Butane Co. of Oklahoma reports: 30% of volume now used for non-heating purposes

Here's a ready-made market waiting to help smooth out your warm weather dips in gallonage. The amazing maintenance economies resulting from LPG carburetion are winning over new users every day, and progressive distributors are cashing in on motor fuel sales.

But predicted-use records won't work on these customers. You can't forecast when they'll run out of fuel, and when they do run dry—you've got to deliver fast. The *sure* way is with Motorola 2-way radio control of your trucks. Ersa Kiker of Altus, Oklahoma, says, "Our farm motor fuel business is growing fast—but we couldn't service it efficiently without our Motorola 2-way radios."

Radio insures your heating customers aren't kept waiting, either...and gives you a big competitive edge. Mr. Kiker points out that Motorola radio contact saves his delivery trucks many miles of needless traveling. His drivers like radio because now they don't get "stuck" with night calls. With radio in the trucks, they get the late calls and clean up these stops on the way in.

Tractors, trucks, drying kilns, asphalt batching plants—all are potential customers, if you are equipped to give lightning-fast delivery the Motorola 2-way radio way. Motorola radios are available on purchase, time payment, or lease (with or without equity). Get the full story. Write, phone or wire today.

MOTOROLA

2-WAY RADIO

MOTOROLA COMMUNICATIONS & ELECTRONICS, INC.
A SUBSIDIARY OF MOTOROLA, INC.
4501 AUGUSTA BOULEVARD • CHICAGO 51, ILLINOIS
ROGERS MAJESTIC ELECTRONICS LTD. TORONTO, CANADA



Motorola consistently supplies more mobile and portable radio than all others combined.

Proof of acceptance, experience and quality.

The only COMPLETE radio communications service—

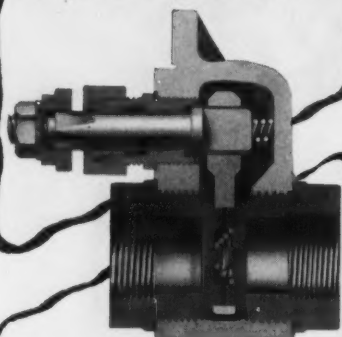
specialized engineering...product...customer

service...parts...installation...

maintenance...finance...lease.

"The best costs you less—specify Motorola."

FULL-FLOW *Okadee* VALVES NON-LUBRICATED



POSITIVE STOP

FOR GASES

- Steam • Air
- Ammonia • CO₂
- Gasoline • Propane

FOR LIQUIDS

- Styrene • Butadiene
- Lube Oils • Gasoline
- Ammonia • Jet Fuels

You can select Okadee Valves for flow by pipe size—and get full-flow and positive shut-off with virtually any liquids and gases.

Quick-opening, metal-to-metal disc valves and seats require no lubrication—virtually no maintenance for hundreds of thousands of operations . . . Real valve performance and service.

FACTS AND FIGURES

... on Okadee Valves will be sent promptly on request. Sizes 1/2" to 8"; A.S.A. dimensions; screwed or flanged. Valve seats and discs Stellite or stainless steel; your choice of operators.

• Write for Bulletin CP6



Okadee COMPANY
332 SOUTH MICHIGAN AVENUE
CHICAGO 4, ILLINOIS



At the recently concluded NAHB convention in Chicago, the first showing of the joint Utility-Mission builders package attracted a great deal of interest. Utility Appliance Corp. and Mission Appliance Corp., both of Los Angeles, presented to the building trade a package consisting of their leading products including: automatic gas range and oven; clothes dryer; heating equipment; and garbage disposer.

cording to Hal S. Phillips, chairman of the board.

Mr. Phillips said that the company plans to spend up to \$629,000 to make the conversion from military to civilian production, and for the expansion of present civil production facilities.

"Our company," Mr. Phillips said, will, of course, always be ready to lend its facilities and production know-how to any emergency defense requirement of the government. However, at this time, it is our feeling that we will best serve the overall economy by concentrating on civilian production and waiving further opportunities for defense contracts."

Three new plants bring Pyrofax total to 71

Pyrofax Gas Corp., a unit of Union Carbide & Carbon Corp., has opened three new plants it is announced by Walter A. Naumer, president of the company.

The liquefied filling plants, one at Metter, Ga., and the other at Lake Worth, Fla., and one bulk plant at Manitowoc, Wis., bring the Pyrofax total to 71.

J. A. Dauria, who formerly served at the company's Tallahassee, Fla., filling station is superintendent of the filling plant at Metter, and G. E. Holland, formerly at the company's Jacksonville, Fla., filling station is superintendent of the plant at Lake Worth, said Mr. Naumer.

A new distributor, Noel D. Byroads, Byroads' Bottled Gas Service, Byran, Ohio, is also announced.

Kengas buys seventh Kentucky LPG operation

Another L. P. gas operation has been acquired by Kengas Inc., a wholly-owned subsidiary of Western Kentucky Gas Co., Owensboro, Ky. W. T. Stevenson, president, announced that Kengas had purchased the assets of Kentucky Gas Service Inc., which operates in the greater Louisville area from its bulk plant near Jeffersontown.

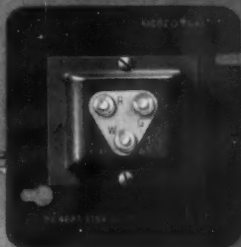
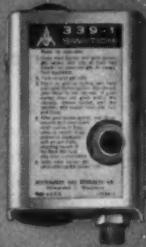
The latest acquisition, which serves 3800 customers, will be operated by present employees as the Kygas division of Kengas Inc.

This is the seventh operation purchased by Kengas since it became active in June 1955. Kengas now distributes liquefied petroleum gas to approximately 17,000 customers from plants located in Paducah, Murray, Marion, Henderson, Owensboro and Madisonville in addition to the newly acquired property.

Robertshaw will occupy its new plant soon

Bridgeport Thermostat division of Robertshaw-Fulton Controls Co. is now completing the move to occupy its newly-constructed plant in Milford, Conn. Official dedication and opening ceremonies are planned for sometime in June, according to A. D. Rapuano, vice president and general manager.

It was pointed out by Mr. Rapuano that no dislocation of employees has resulted from the move since the new plant is only six miles from the old.



IGNITER
ELEMENTS—
ELECTRIC CONTACTOR
AUTOMATIC
PILOT SYSTEM

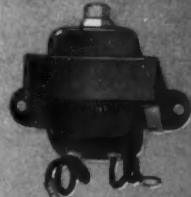


Electric Ignition

for your
GAS APPLIANCE



IGNITER ELEMENTS—
VALVE TYPE
AUTOMATIC PILOT SYSTEM



• Electric ignition at the touch of a finger — long-lived platinum coil ignition — is now available for your gas appliance. Platinum glow coil will give thousands and thousands of lighting cycles but is replaceable in seconds if necessary and at a reasonable cost, too.

Safelighting is inherent in the system. No gas can reach the main burner until the pilot is burning.

Replace your present pilot burner with an Annulair® pilot burner and glow coil assembly.

Install a small MGSCo No. DB1 transformer to supply coil current through a No. 89B lead connector.

Insert in the automatic gas valve circuit either a No. 339-1 switch (if you have an electric contactor automatic pilot) or a reset-switch assembly (which replaces the reset assembly on a Baso® or Basoid® valve automatic pilot) and you're in business.

*Give your customers
the ease and safety
of MGSCo Electric Ignition.*



MILWAUKEE GAS SPECIALTY CO.
Dept. 58-11

MILWAUKEE 1 • WISCONSIN



Take the work out of hose winding with an **ACE ELECTRIC REEL!**

Eliminate the drudgery from rewinding LP-Gas hose. Ace Electric Reels do the job quickly and efficiently. Time saved pays for the reel . . . and you add years to the life of your hose.

For "REEL" Satisfaction
— Write ACE Today!

Series 1000 Electric Operated Reels — conform to all safety rules set up for the LP-Gas industry . . . All pipe fittings are made of forged steel to comply with NBFU . . . Equipped with high pressure Chicksan joints . . . Reel can be furnished with clutch for easy uncoiling of hose . . . No motor drag. It is also available with chain drive or gear drive without clutch. Available for single or double hose on one reel.



HOSE REEL CO., LTD.
5466 ALHAMBRA AVE., LOS ANGELES 32, CALIFORNIA

**THE BEST and CHEAPEST way
to control weeds and insects . . .**



Red Jet Weed Control Burner

USES LIQUID L. P. GAS — The Most Economical Burner Yet Designed.

- Uses Full Tank Pressure.
- Throws Flame 8 to 12 Feet.
- Flame Temperature 2500° Plus.
- Burns 12 to 25 Gallons Per Hour.

The RED JET Has Many Applications in Farm, Commercial and Industrial Uses!

- Kills All Annual Weeds.
- Kills Insects — Destroys Their Eggs.
- Prevents Reseeding.
- Decreases Labor Cost in the Fields.

Red Jet is the product of four year's experience in manufacturing weed control burners for use with liquefied petroleum gas.

Manufactured by **NORTHWEST FABRICATORS**
NYSSA, OREGON

Administration and executive departments of the organization have been functioning for several weeks in the new location, and most manufacturing operations are already underway.

The additional floor area and rearrangement of facilities not possible in the older plant has added about 50 percent to the manufacturing capacity of the division, Mr. Rapuano said.

National Butane Co. buys Atmore Gas Co.

The National Butane Co., Mobile, has purchased the interests of the Atmore Butane Gas Co. at Atmore, Ala. The addition of this office fills in completely the geographical gap that has existed between National's Robertsdale, Monroeville and Evergreen offices and will enable them to better serve customers in that area. Atmore will be the 11th sales office in the National system.

Robert E. Lowery, former owner of Atmore Butane, will remain as manager. Facilities for conversions of tractors to L. P. gas operations will be one of the new services added to the Atmore National branch office.

Consolidation of facilities planned by Viking Pump

Construction of a new plant on a 40-acre tract two miles south of Cedar Falls, Iowa, will consolidate all operations of Viking Pump Co. at one site.

Currently, the company operates from three locations. The factory and offices are at 4th and State streets, while the brass and iron foundries are located at 7th and Bluff street and Waterloo road in Cedar Falls. Lack of space prevents efficient grouping of the three divisions at any one of the present locations and precludes major additional growth which will soon be required.

American Controls has new engineering department

American Controls division of Robertshaw-Fulton Controls Co. has established a unified engineering department at its St. Louis plant to insure high quality of its products and to develop new production techniques.

The newly created engineering department brings under single direction all testing and quality control functions at the division. In addition, the department will develop its own engineering data.

We enjoy all the CITY COMFORTS
with our **holly**
FURNACE



**HOME HEATING MEANS
VOLUME LPG SALES—
BIGGER PROFITS FOR YOU**

Sell a known quality line
of heating equipment and
give your customers the
finest in heating comfort.

Build your profits —
Holly offers space-saving design,
service-free operation, and a
guarantee recognized as the
finest in the industry.

Learn more about the great
Holly line of LP-Gas
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A.G.A. approved — Under central heating requirements



holly NarroWall
Recessed Wall Heater
available from
25,000 BTU's to 60,000 BTU's

holly Forced Air Furnaces
Complete line available from
75,000 BTU's to 140,000 BTU's

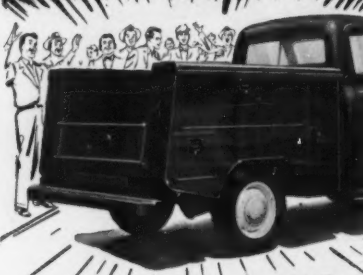
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"Freeze-free" hinges that can't bind • Concealed fenders to protect compartment walls • "Hi-Le" floor for easier loading • "No-Bounce" bins to keep parts in place • "Puddle-Proof" cargo area . . . and many other "extras".



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McCABE-POWERS AUTO BODY CO.

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Company _____
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City & State _____

JTS



MacNeilledge to handle Mutual's eastern sales activities



D. MacNeilledge

Douglas MacNeilledge has joined the staff of Mutual Liquid Gas Equipment Co., Gardena, Calif., manufacturers of L. P. gas furnaces and torches.

Mr. MacNeilledge will be located at the company's new Chicago office, 333 N. Michigan Ave. He will be in charge of the company's eastern sales activities and will direct the setting up of warehouse facilities which Mutual is planning for that area.

Former organizations in the Chicago area with which Mr. MacNeilledge has been associated include the C. H. Hanson Co., metal stampings, and E. B. Kaiser Co., plumbing contractors.

Chiksan Co. names three new salesmen to western region

Three new salesmen have been appointed for the western region of Chiksan Co., Brea, Calif., according to G. R. Winder, general sales manager.

Two of the men, Edwin P. Illsley and John E. Burkett, will operate out of the Brea home office, serving southern California. Joseph P. Beyer will headquarter at the Oakland office which serves northern California.

Razor promoted to division manager for Texas Co.

J. H. Razor, who has been with the Texas Co. since 1928, has been promoted to the position of division manager of the natural gas liquids division, according to an announcement by C. B. Barrett, vice president at Houston.

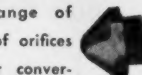
Mr. Razor succeeded M. J. Adams on March 1. Mr. Adams was the first

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Save time, trouble, and cost, with one reliable, experienced supplier.

CONVERSION PARTS

Complete range of sizes on all types of orifices and other conversion needs.



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Everything you need to do the job quicker and better.



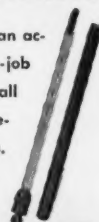
HANDLING EQUIPMENT

Simplify your delivery service with M/W Cylinder Trucks and YEATS Appliance Dollies.



TESTING THERMOMETERS

Provide an accurate on-the-job check for all servicing requirements.



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Griffiths COMPANY

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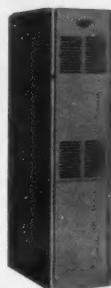
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FORCED AIR
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you've ever seen

in bank note green

Who's lucky? You! Why? Because now you can offer your customers all the superior engineering you expect from Utility, plus the sales appeal of color.

This good-looking Weatheramic series in Bank Note Green brings you good luck you can cash in on.

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Utility's high efficiency, trouble-free operation and truly functional design will continue to help build your good reputation with every sale.

Sell Weatheramic for customer satisfaction.

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Manufacturers of Utility
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Air Conditioners, Water Heaters
and Gaffers & Sattler and
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Butane-Propane
Needs**



Walter Nixon



Leo Wilmeth

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To Visit Us at Our
Room in the
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**Union is Geared
To Serve You...
As an Individual**



**Union Petroleum
Corporation**

1004 DANIEL BLDG.
TULSA, OKLA. Phone LU. 4-4151

manager of the division when it was created at the beginning of 1952.

Principal function of the division is the coordination among the company departments of the handling of natural gasoline and liquefied petroleum gases.

Frank Kohles replaces McClellan at William Wallace



Frank Kohles

Replacing George B. McClellan, who died recently, as sales manager of the Metalbestos division, William Wallace Co. is Frank Kohles, according to Alan Kinkead, president of the company. The appointment of Robert A. McHugh as sales manager of Standard Lines and Western district manager of the Metalbestos division has also been announced.

Mr. Kohles has been with the company for six years. He first worked as a sales representative in Iowa and Nebraska, later adding Missouri and Kansas to his territory.

He will make his headquarters in the Belmont general offices of the company.

Mr. McHugh was formerly manager of the southern California district and has been employed by the company since 1950.

Dermody announces retirement on April 4, from Gulf Oil

A veteran of 22 years of service with Gulf Oil Corp., W. E. Dermody, director of advertising, retired on his 65th birthday, April 4.

Mr. Dermody joined Gulf in the general office in Pittsburgh in 1934 as manager, specialties sales, and was responsible for the development of advertising, promotional and merchandising programs in behalf of these petroleum specialty products.

In 1949, he assumed the advertising position, responsible for all of Gulf's newspaper, billboard, radio television and other advertising efforts.

Motorola expands, appoints six new vice presidents

The appointment of six vice presidents, the establishment of four geographical sales divisions and a major expansion of the national sales structure of Motorola Communications &

ROLL IT ON AIR!

Made by the pioneer manufacturers . . . and the largest manufacturers . . . of LP cylinder trucks, M/W smooth-rolling hand trucks are today helping to streamline deliveries for LP gas and appliance dealers the country over.



MODEL 7325 (shown)

Standard Cylinder Truck available with 10 x 2.75 tires in two types.

Air Tires.....	\$24.25
Semi-pneumatic	18.60

MODEL 7325-G

Equipped with 10 x 3.50 General tires having separate inner tubes. A popular model.....\$27.90



MODEL 900 — Designed for safe, smooth, easy handling of gas cylinders up to 30" in diameter and weighing up to 1000 lbs. Roller bearing wheels; 12" pneumatic tires.....\$50.00

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McClellanbrock & Wilke, Inc.

204 JEFFERSON STREET • 346 EAST WALNUT LANE
Washington, Missouri • Philadelphia 44, Pa.



Charlie Wilkerson makes three delivery trucks do the work of five . . . using 2-way radio

Leading Florida L-P distributor delivers more gas, makes more friends, operates more profitably with the help of G-E 2-way radio

The radio-equipped gas delivery trucks of the Charlie Wilkerson Gas Company cover the Pensacola market, and deliver more gas to more customers faster than vehicles without radio. Radio saves money, too! Operating costs are reduced, deadheading eliminated, and customer relations kept at a high level.

Three do the work of five

Charlie Wilkerson reports that now three radio-equipped vehicles do the job which previously required five trucks—radio makes this possible. Phone orders from customers are relayed to trucks for prompt service. Emergency orders are handled in routine fashion, driver overtime has been drastically reduced.

A profitable radio operation

Profitable operation due to the G-E 2-way system has made a big difference to the Charlie Wilkerson Gas Co. It can make a big difference to your business operation, too.

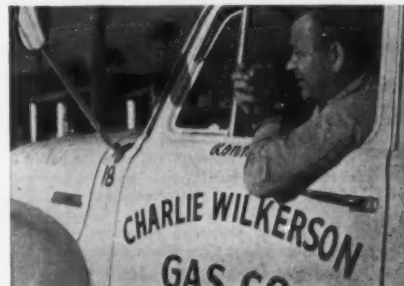


Investigate the new G-E Progress Line Radio

Call your local G-E Communication Counselor for the details of the new Progress Line of 2-way radio. Or, write: General Electric Co., Communication Equipment, Section X3156, Electronics Park, Syracuse, N. Y.



Dispatcher contacts radio-equipped trucks instantly, relays phone orders, new instructions. Radio reduces deadheading, makes three L-P delivery vehicles do the work of five.



Radio-equipped trucks leave each morning with a full load, return with empties later in the day. At completion of regular delivery drivers check with dispatcher for nearby customers who may be prospects for full L-P tanks remaining on trucks.

Progress Is Our Most Important Product

GENERAL  ELECTRIC

Sells 600 lbs. LP-gas/year

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WATER WARMER

You sell more than an automatic stock tank heater when you sell a Johnson Water Warmer. You sell an average of 600 lbs. of LP-Gas per heater per year. The dependable, weather-proof Johnson Water Warmer is easy to sell, too. Cattlemen and dairymen know their stock do better, profit more, when their water is at a drinkable 48°. And the Johnson Water Warmer maintains that temperature in the coldest weather. It's safe, efficient and very easy to install. Profit twice with the Johnson Water Warmer.

See Johnson's complete line of water heating equipment at the LPG Convention and Trade Show, Booths No. 56 and No. 57.



Write for catalog of Johnson's complete water heating line.
JOHNSON GAS APPLIANCE CO.
597 E Ave. N. W.
Cedar Rapids, Iowa

johnson
If it burns gas look to Johnson... Since 1901

KRUG PUMPS -
Often Copied -
Never Duplicated



**WHY
LOSE
4%
OF B-P
FUEL?**



KRUG B-P PUMPS
eliminate this loss and
assure **SAFE** transfer
of liquid petroleum fuel!

Venting tanks while filling not only costs money but is also dangerous. A Krug Pump is the proven and practical method of transferring B-P Gas for tractor, bottle and tank filling. **PROFIT TWO WAYS** — your customers need Krug Pumps for their own protection. You can use Krug Pumps in your own operation. Ask your supply house about Krug Hand Pumps and Krug Vapor Power Pumps, or write for complete information to:

"World's Largest Producers of B-P Hand Pumps"

D. H. KRUG COMPANY

Box BP 556, MADISON, SOUTH DAKOTA

**"Gradutemp" Oven Thermometer
and Millivolt Meter**

Assembly Products,
Inc.
Chesterland, Ohio



or
Desert Hot
Springs, Calif.
Write for
Catalog 4A
on other
Pyrometers,
Temperature
Controls,
Panel Meters,
Meter-Relays,
etc.

The Gradutemp is designed to check temperatures for accurate adjustment of domestic or industrial ovens and other heat-producing appliances or equipment. It also has two millivolt scales to check thermocouple-type safety devices on gas or oil burning equipment.

This instrument can be used by appliance men to test and adjust ovens with the oven door closed, after inserting the thermocouple wire in the oven. It has a direct reading seven-color scale which shows temperatures inside the oven.

The Gradutemp has a temperature range of 100° to 600°F. on a scale 4 inches long. An armored, flexible thermocouple wire is the sensitive element. It is five feet long. The meter is compensated for cold junction and copper error. It has a current sensitivity of 250 microamperes and can be used for sensitive current measurements. There are two millivolt ranges, 0 to 50 and 0 to 500, for checking pilot safeties. A pair of clip leads is included for connections.

Price complete \$34.50
Quantity Discounts up to 45% for 100



A. L. Reese



E. S. Goebel

Motorola

Electronics Inc. is announced by Daniel E. Noble, vice president.

In the new alignment, Arthur L. Reese, formerly assistant secretary, was appointed vice president and operations manager.

Eugene S. Goebel, formerly national sales manager, was appointed vice president for market relations, with duties to include public and customer relations, and other special staff assignments.

Four former regional managers in the field were appointed vice presidents and placed in charge of the new sales divisions. They are: Lowell E. White, vice president and eastern sales division manager; Homer L. Marrs, vice president and central sales division manager; Edward L. Falls Jr., vice president and southern sales division manager; and Donald F. Brickley, vice president and western sales division manager.

The reorganization into a divisional sales structure, with officers heading each division reflects the growth of Motorola's business in two-way radio and electronic communications and control systems, according to Mr. Noble. It is intended to provide more efficient service to Motorola customers throughout the country, and is accompanied by a decentralization of certain of the administrative procedures currently handled at the Chicago general offices.

Miss Bergman appointed to Home Economics Dept. at Robertshaw



Miss M. Bergman

Miss Madonna A. Bergman has joined Robertshaw - Fulton Controls Co.'s home economics department. She was formerly engaged in home economics test work with a major appliance manufacturer.

Miss Rhea Shields, director of home economics for the company, re-

BUTANE-PROPANE News

Here's Your Profit Combination!



When you deal with Sinclair, you're setting the dials for bigger profit opportunities. For instance, every tank-load of Sinclair LP-Gas is guarded by the five famous Sinclair extras — INTEGRITY, REPUTATION, QUALITY, PERFORMANCE and GOOD SERVICE — to protect and build *your* business reputation. For you, this combination opens the door to increasing sales and profits, with a growing list of satisfied repeat customers. Get the facts on this top quality LP-Gas with high heating value — moisture and impurities removed — then, make the switch to Sinclair.



Sinclair Oil and Gas Company
Liquefied Petroleum Gas Sales Department
Sinclair Oil Building, Tulsa, Oklahoma

SINCLAIR
A Great Name in Oil

Turn On the
HEAT WAVE
with *Martin* Gas Heaters

**Sell Greater Warmth
and Greater Satisfaction
with the Complete Martin Line**

Vented Space Heaters
8 models—15,000 BTU to 85,000 BTU
Vented Floor Furnaces
3 models—35,000 BTU to 70,000 BTU
Vented Wall Heaters
5 models—25,000 BTU to 60,000 BTU
Unvented Space Heaters
23 models—10,000 BTU to 50,000 BTU

Every Martin Gas Heater is AGA approved for natural, liquefied and manufactured gases.

V-300

*Wall heaters approved under 1956 AGA requirements

Write your jobber or direct for complete catalog.

Manufactured by
MARTIN STAMPING & STOVE CO.
Huntsville, Ala. Over 50 years heater experience



For L. P. Bulk Storage Leading Firms Pick

NELSON

There are over 250 SYSTEM NELSON bulk plants for the storage of LP Gas and Anhydrous Ammonia located in 25 states. Take advantage of our experience and get extra value and service on your next storage problem. Contact us for a meeting with an experienced storage engineer.



EDWARD S. NELSON, Ltd.
Clarksdale, Mississippi



THE LEADING NAME IN THE BULK STORAGE FIELD!

ported that Miss Bergman will divide her time between work at the home economics department, located in the Robertshaw research center at Irwin, Pa., and field work in cooperation with appliance manufacturers and utilities, and home economics groups.

The department is engaged in a series of field "workshops," devoted principally to effective use and demonstration of thermostatic controls for both oven and top-of-the-range controlled-heat cooking.

Robert Norris named president of Dearborn



R. H. Norris

Formerly executive vice president of Dearborn Stove Co., Robert H. Norris has been named the new president.

Mr. Norris joined the company in March 1945 as comptroller. This was shortly after Dearborn opened its Dallas plant. He was elected treasurer of the firm in 1946; one year later was made vice president and in 1948 was executive vice president. He was named general manager in 1950.

Mr. Norris succeeds D. O. Tomlin who resigned as Dearborn president to become president of Lone Star Boat Co., Grand Prairie.

S. L. Ingersoll becomes president Borg-Warner Corp.

Succeeding H. G. Ingersoll as president and general manager of the Ingersoll Steel division of Borg-Warner Corp. is S. L. Ingersoll.

H. G. Ingersoll, who is leaving the presidency of the division after five years in that post, is a vice president and director of the parent Borg-Warner Corp. He was vice president of the division from 1928 to 1950.

Mathew Keck ended 36 years of service as vice president of the corporation and one of its predecessor companies with his retirement on March 1.

Mr. Keck was secretary-treasurer of Borg-Warner from the inception of the corporation in 1928 until April 1950, when he relinquished the secretaryship. He remained treasurer until January 1951. He has been a member of the board of directors since 1932 and a vice president since November 1950.

Another appointment was that of Andrew B. Pulliam as director of manufacturing services. For the last



Gates Butane-Propane Hose gives you

LONGER SERVICE ...EXTRA SAFETY

because it's
Specially Engineered for LPG Use

Gates engineers designed 20B-HB hose *especially* for LPG applications—taking into account *every problem* the hose would normally encounter in service of this type. Rubber compounds, braid and static wire were thoroughly tested to provide an extra margin of strength, durability and safety.

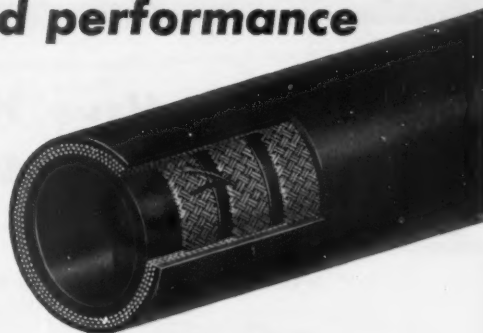
THE RESULT...year-round performance that saves you money!

- ① **COVER** ... tough, black, long-lasting rubber that resists abrasion and sunlight, prevents cover "blisters".
- ② **BRAID** ... high-tensile-strength cords tightly braided to provide ample strength for the working pressures under which butane-propane liquids and gases are handled.
- ③ **TUBE** ... black, oil resistant, chemical rubber tube resists the permeating action of liquid butane and propane. It will not swell and will never grow soft or spongy.
- ④ **STATIC WIRE** ... built-in stainless steel static wire reduces the dangers of static electricity.

There are Gates Engineering Offices and Distributor Stocks in all industrial centers of the United States and Canada, and in 70 other countries throughout the world. *The Gates Rubber Company, Denver 17, Colorado.*



The Mark of Specialized Research



Gates 20B-HB Butane-Propane Hose meets all the stringent requirements of the National Board of Fire Underwriters, Interstate Commerce Commission, American Gas Association, Texas Railway Commission, and states with L-P Gas laws.

Descriptive Data					
Inside Diameter	Outside Diameter	Reinforcement	Working Pressure PSI	Maximum Length	Weight (100 ft.)
1/2	1	Braided	350	350	32
3/4	1-1/4	Braided	350	250	45
1	1-21/32	Braided	350	175	75
1-1/4	1-7/8	Braided	250	50	90
1-1/2	2-7/32	Braided	250	50	110
2	2-5/8	Braided	250	50	140

TPA 99

Gates Butane-Propane Hose



Get EVER-TITE quality in *heavy-duty* quick coupling units

All of the advantages of Standard Ever-tite Couplings — precision engineering, quality materials, superior performance — are embodied in *heavy-duty* Ever-tite units, with the additional feature of *heavier construction* throughout.

Test them now — under any conditions. They'll prove that if you want tough, heavy-duty couplings that function *right*, it pays to use *Ever-tite*.

EVER-TITE COUPLING CO. INC.
254 West 54th Street, New York 19, N. Y.



Have You Seen Mutual's NEW B-91?



B-91 Accessories include tips for all types of work . . . from fine pointed to blast-type flame. Shown above is 491-5 tip which gives broad flame.

. . . it has new sales features that make it "Hotter" than ever as a modern hand torch for plumbers, flooring mechanics, electricians, linesmen and other craftsmen.

NEW Multiple Valve combines 10% Spring Relief and Filler-Outlet Connection . . . providing greater safety and ease of operation.

NEW Rubber-dipped handle gives easy grip, better control of flame.

NEW single-shell ICC Cylinder gives lighter weight, neater appearance.

NEW "Irish-green" paint gives real sales appeal.

Write for B-91 Catalog Sheet.

Mutual

LIQUID GAS EQUIPMENT CO., INC.
17129 South Broadway, Gardena, Calif.

two years, Mr. Pulliam served as chief industrial engineer for the New York Central system with headquarters in New York City. Prior to this he was with General Motors Corp. for 26 years.

Bricker is director of marketing for Whirlpool-Seeger

John L. Bricker has been appointed to the new position of director of marketing for Whirlpool-Seeger Corp. according to John A. Hurley, vice president of the company.

Formerly director of merchandising for Colgate-Palmolive Co., Mr. Bricker, will be responsible for sales, advertising, merchandising, and market research at Whirlpool-Seeger.

Another announcement was that of John Benson to the position of sales promotion manager, range division, for the company.

Mr. Benson for the last five years was advertising and promotion manager of Sidles Co., Omaha.

Austin R. Rising is promoted to the new position of director of consumer relations.

Mr. Rising was formerly general manager of both the range and air conditioner divisions of the company.

In his new position, he will supervise service, installation, and parts sales for all home appliance products, among other duties.

Brown joins Beaird as midwest district manager



A. H. Brown

Arthur H. Brown, formerly product manager of L. P. gas systems for Butler Manufacturing Co., has joined The J. B. Beaird Co. Inc., as midwest district manager of L. P. gas and NH₃ equipment

sales, John L. Tullis, vice president and general manager of sales, has announced.

To be headquartered at the new Beaird midwest plant, soon to be completed, Mr. Brown is now at work enlarging his sales organization which will cover a 12-state midwestern area, plus parts of Canada. At present, seven Beaird sales representatives serve this territory.

Mr. Brown will supervise the Midwestern sales of Beaird's complete line of L. P. gas and NH₃ storage equipment, including systems, dealer



The F-M pump for LP gas is UL approved



Designed for safe operation in hazardous service, this new Fairbanks-Morse LP gas pump carries the Underwriters' Laboratories Re-Examination Service listing. See the new pump and study its safety features at the LP Gas Show in Chicago in May. The place is the Conrad Hilton Hotel. The F-M booth number is 41.



FAIRBANKS-MORSE

a name worth remembering when you want the BEST

PUMPS • SCALES • DIESEL LOCOMOTIVES AND ENGINES • ELECTRICAL MACHINERY • RAIL CARS • HOME WATER SERVICE EQUIPMENT • MOWERS • MAGNETOS

Pump dealers,
write for
information.

A few franchises
are available.

FAIRBANKS, MORSE & CO.
Pump Sales Division
600 South Michigan Avenue, Chicago 5, Illinois
Send me literature on LP gas pumps.

Dept. BPN-5

Name _____

Address _____

City _____

Zone _____

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**LOOKING FOR THE
FASTEST, EASIEST
AND MOST
ECONOMICAL WAY
TO PROTECT VITAL
EQUIPMENT?**



Try Champion

—order 12 gallons today—you'll be convinced of its value. Champion's your best paint buy for maximum savings in both labor and material cost . . . and for economical, long-lasting service.



That's right, Champion "L.P. Gas Hi-Chrome Aluminum Paint #55" does the best job of maintaining and conserving vital equipment with an absolute minimum of labor and materials . . . a maximum in savings.

Time tested and quality proven, this custom-made paint brushes or sprays easily on all equipment . . . forms a tough, protective covering that withstands long, hard usage. Makes an almost indestructible coating on refill cylinders . . . conditioning them for the frequent, rugged handling they get.

Quick drying (5-10 minutes), Champion L.P. No. 55 Chrome lets you stencil and complete refill cylinders in less than one hour. And it has an exceptional covering capacity. With only 6 gallons of this custom-made paint, you can cover up to 200 standard cylinders—and it stands considerably more thinning down! Here's real economy!

**CHAMPION BRONZE
POWDER & PAINT CO., INC.**

2101-2121 North Elston Ave.
Dept. BUTANE, Chicago 14, Illinois

**ARMSTRONG
GAS HEATER**



Model 7150 is fully vented — AGA approved for Natural, Mixed, Manufactured and L.P. Gases. It has 100% gas tight exchangers that provide clean, dry heat, eliminating sweating windows and walls. Body is porcelain enameled, finished in Armstrong's new color "Mocha-tone" which retains original color for years. 15,000 B.T.U. 16 $\frac{3}{4}$ " wide, 16" deep, 21 $\frac{1}{4}$ " high.

Model 7200 — same as above but 20,000 B.T.U. and 19 $\frac{1}{2}$ " wide.

Write for Literature and Price List on Armstrong's Complete Line of 60 Models and Sizes to 60,000 B.T.U.

ARMSTRONG PRODUCTS CORP.
Dept. BP, Huntington 12, W. Va.

See our Exhibit at the LPGA Show
Chicago, Booth 328, May 6-9



For making leak-proof connections there's nothing to compare with Rectorseal #2. It thickens in the joint to a plastic elasticity that positively prevents leaks — holds pressures up to 11,350 psi. It is insoluble in L.P.-G, natural and manufactured gas, all petroleum fractions and anhydrous ammonia.

For time-and-money-saving economy there is nothing to compare with Rectorseal #2, either. Thin in the can — it's easier to use . . . spreads farther . . . lasts longer. There's no waste because homogenized Rectorseal #2 never hardens, crumbles, cracks or gets brittle. See for yourself why Rectorseal is your best sealing deal:

SEND TODAY FOR FREE SAMPLE

RECTORSEAL Dept. A

2215 Commerce St. Houston 2, Texas

RECTORSEAL # 2

MAKING THE L-P GAS INDUSTRY SAFER

storage plants, LPG filling stations and trailer transports for butane, propane and anhydrous ammonia.

He will work under the direction of Richard Meisenbach, manager of LPG and NH₃ equipment sales.

Clayton will manage southern U. S. for American Radiator



W. H. Clayton

American Radiator & Standard Sanitary Corp., Elyria, Ohio, has announced the appointment of William H. Clayton as district manager for the southern U. S.

Mr. Clayton, who has been the division's district representative in Texas since March 1954, will be responsible for sales and engineering services to distributors and dealers throughout the South.

Bastian-Blessing appoints Davis advertising manager



C. D. Davis

G. Douglas Davis has been appointed to the position of advertising manager of the Bastian-Blessing Co., Chicago, it has been announced by L. G. Blessing, president.

The company consolidates its advertising under one head by assigning the advertising of its fountain-food equipment to Mr. Davis, who is now handling the advertising of its Rego line of liquefied petroleum gas equipment.

Myron Steczynski, who has been serving as advertising manager of the fountain-food line, has returned to the engineering department as staff consultant to assist in the development work incidental of the company's operation.

E. E. Gay is associated with Harlow Petroleum Co., Tulsa

D. L. Harlow, president Harlow Petroleum Co., Tulsa, has announced that E. E. Gay is now associated with Harlow handling liquefied petroleum gas and anhydrous ammonia sales.

Mr. Gay is widely known in the LPG and anhydrous ammonia sales.

From the makers of famous
Universal Gas Ranges . . .

the first really new home heater in 20 years!

***So revolutionary it guarantees constant
floor-to-ceiling comfort at all times . . .
just like costly central heating!***

No more customer complaints about cold floors and burning hot ceilings. Never another nasty word about drafty-off-and-on heat blasts. The new Universal Constant Comfort Gas Heater brings the most modern central heating principle of *constant heat circulation* to "space heater" homes. Automatically maintains even temperatures throughout the rooms at all times. Yet it costs *less* than some ordinary "space heaters" and requires no extra installation.

New sales appeal in every new feature!

Never in home heating history has there been a heater with so many features customers have long hungered for. Fiberglas insulated cabinet, always cool and safe to touch. Beautiful new space-saving design. Complete air filter system—and many more that make the newest "space heater" you've seen old-fashioned.

Rush the coupon for details today!

National advertising is all set for the early Fall selling season. The replacement market alone will be tremendous *plus* fast-growing new demand for use in motels, house trailers, recreation rooms and hundreds of other locations. You can't afford to miss a moment of it. So act now.



the new *Universal* **CONSTANT COMFORT GAS HEATER**

for LP or city gas

Never before a
GUARANTEE
like this!

Cribben and Sexton Company guarantees the Universal Constant Comfort Gas Heater (when used in proper size for space to be heated) will out-perform any heater now sold in maintaining constantly comfortable temperatures from floor to ceiling.

Products of
Cribben & Sexton



Universal
Gas
Ranges

Universal
Automatic Gas
Clothes Dryers



Universal
Consum-all Gas
Incinerators

Cribben & Sexton Co. 700 N. Sacramento Blvd., Chicago 12, Ill.

Gentlemen: Please rush complete information about the special money-saving advantages of placing my Universal Constant Comfort Gas Heater order now.

your name _____

firm name _____

street address _____

city _____ zone _____ state _____

The Original L.P. Gas Cover

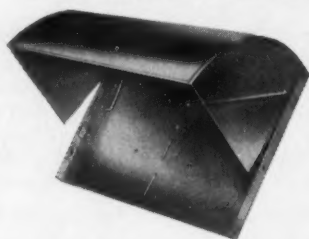


**WILSON
HOODS**

**MOST POPULAR HOOD IN THE
INDUSTRY!**

and there's good reason why. Hood is designed to last and last. Ends are double seamed to the curved front... All component parts are riveted for greater strength... Practical snap on spring hinge for quick servicing in the field... Front and rear edges rolled to eliminate sharp edges... Your name or Trademark can be permanently embossed and painted on the face of the Hood — Every Hood advertises your Company... Write for full information.

Sales Territories open for interested Manufacturer's Representatives.



See our display at the 25th Silver Anniversary Convention and Trade Show, Chicago, Illinois—Booth #332



Andrew Wilson Company
616 Essex Street
Lawrence, Massachusetts

He will direct butane, propane and anhydrous ammonia sales. He formerly was associated with Anchor Gasoline Corp., Universal Petroleum Co., and Lun-Dow Co., Tulsa.

Kittrell rejoins North Texas as field representative

Previously associated with Nor-Tex from 1946 to 1951, in custom tractor and mobile tank designing and fabrication, and as a sales and service engineer, Jess Kittrell has rejoined the company as a field representative in the southern part of Texas.

During the last 10 years, Mr. Kittrell has covered much of the nation as a troubleshooter, solving installation and service problems connected with all types of butane and propane tanks, butane-propane delivery units and LPG carburetion.

Fryar rejoins Coleman Co. as director of purchasing

Harold J. Fryar has rejoined the Coleman Co. Inc., as director of purchasing.

Mr. Fryar first joined Coleman in 1928 as a cost accountant. He was made general purchasing agent in

1940 and left the company in 1948 to become general manager of the Weathermaster Corp. For the past several years he has served Beech Aircraft Corp., as manager of procurement.

Bickly named Midwest and South sales manager for S & L



Ed. B. Bickly

Appointment of Ed. B. Bickly as regional manager for the Midwest and South has been announced by Charles F. Schoepflin, president of S & L Manufacturing Co. Inc., Gardena, Calif.

From his office in Wichita, Kan., Mr. Bickly will supervise all S & L operations east of the Rocky Mountains.

Prior to joining S & L, Mr. Bickly was manager of sales LPG and NH₃ equipment division, American Pipe & Steel Corp., Alhambra, Calif. He also served as sales manager for North Texas Tank Co., Denton, Texas, and as engineering sales representative for Butler Manufacturing Co., Kansas City, Mo.

Delta president is elected a director of General Gas

The president of Delta Tank Manufacturing Co. Inc., Kenneth H. Gayle Jr., has been elected a director of General Gas Corp.

Mr. Gayle was elected president of Delta last Jan. 7, and was formerly president of the Ingalls Iron Works Co., Birmingham, Ala.

Sales supervisor of Tuloma is William R. Lavery



W. R. Lavery

Sales supervisor of Tuloma Gas Products Co. is William R. Lavery it is announced by R. A. Carter, president. The company is a nationwide marketer of L. P. gas products.

Mr. Carter says the position of sales supervisor is a newly created one to assist in the supervision and administration of the company's expanded sales program.



NEW DRILL CASE For the Gas Serviceman

- Holds 41 drills — sizes 40 to 80.
- Each thumb drill has size stamped on handle in sequence.
- Each drill fully protected. Cannot break in case.
- Servicemen can carry in hip pocket. All metal — compact.
- Set will take care of general servicing requirements.

*Original Manufacturers of Conversion
Materials and Special Tools Serving
the Gas Industry for Over
35 Years.*

Write for Catalog

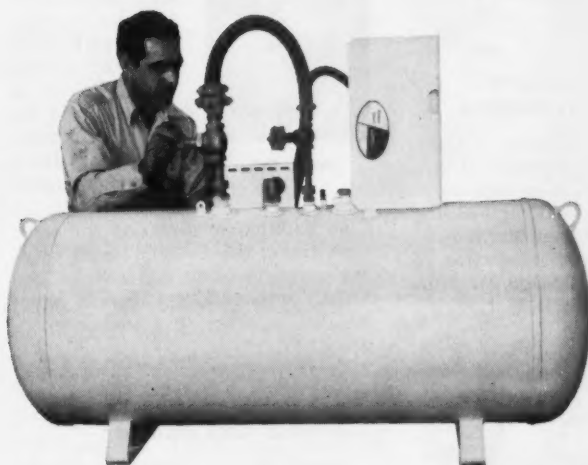
ANDERSON and FORRESTER
3563 LARIMER STREET, DENVER, COLORADO



Easy to sell

Kaiser Steel LP-Gas Systems win customers with their trouble-free performance, long life and modern good looks. Tanks are fabricated from steel plate that has been specially processed to resist rust and corrosion. All moisture is removed to assure dependable service and prevent winter freeze-ups. Valves and fittings, the most accurate available, are located under one hood for safety, convenience and pleasing appearance.

Trouble-free operation, long life and pleasing appearance add up to *satisfied customers* when you install Kaiser Steel LP-Gas Systems. And don't forget, Kaiser Steel advertising in consumer publications brings you inquiries from interested prospects.



Easy to service

Kaiser Steel LP-Gas Systems make servicing easy for your drivers. All controls are located under a single hinged hood on the top of the tank. This reduces servicing time—increases your profits.

Tank sizes are available for residential, commercial and industrial installation. Bulk propane storage tanks are fabricated in sizes up to 30,000 gallons water capacity. For complete information write: Kaiser Steel, Fabricating Division, Napa, California.

Kaiser Steel
FABRICATING DIVISION

Napa and Fontana, California



The symbol of satisfied customers

**Quick easy way
to make pipe connections
FOR WASHERS, DRIERS,
REFRIGERATORS,
AND OTHERS**

Model CT—with flared joint
for copper tubing

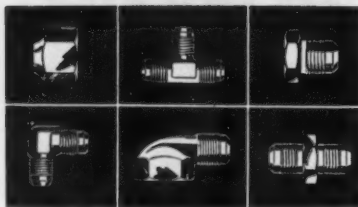


Model ST—
for pipe connections

SKINNER-SEAL SADDLE TEE—for making pipe connections. No pipe cutting or threading. Only one bolt to tighten. Quick, easy. Cuts cost. For installing washers, driers, gas refrigerators, heaters, etc. Write for circular.

Approved by Underwriters' Laboratories, Inc.

M. B. SKINNER CO.
SOUTH BEND 21, INDIANA



**MADDEN
FITTINGS**
*for QUALITY plus
Quick Delivery*

Precision machined from best materials available . . . designed for trouble-free service and easy installation. A wide variety of stock sizes available for prompt shipments. Stocks include forged flare nuts, forged and cast shapes, as well as rod stock flare nuts and straights. All this plus immediate delivery means Madden Brass Fittings are your best buy.

Write for Catalog C-5



P. O. BOX 444 AURORA, ILL.

Mr. Lavery has been with Tuloma since the company's formation in June 1954. He was formerly employed with Stanolind Oli & Gas Co. as a member of that company's L. P. gas sales section.

H. R. Thomas is vice president and general manager of the company and W. R. Thorne is manager of sales.

**American Meter names Judge
assistant to the president**



J. H. Judge

James H. Judge has been named assistant to the president, a newly created position within the American Meter Co. Inc., manufacturers of gas meters, regulators, measurement and control equipment.

William G. Hamilton Jr., president of American Meter, states that Mr. Judge will be primarily engaged on special projects concerning positive displacement liquid metering, a field in which Mr. Judge has had more than 32 years' experience. He will make his headquarters at the company's new executive offices in Somerton, Pa.

**Wolverine Tube appoints
Morrisey sales representative**

Wolverine Tube, division of Calumet & Hecla Inc., has appointed William R. Morrisey as sales representative in Pittsburgh and surrounding area. He replaces James McClain.

Formerly sales representative of Wolverine Tube in Chicago, Mr. Morrisey will headquarter in Wolverine's Pittsburgh office.

**Luke assists vice president
at Servel, Syracuse, N. Y.**

With a 15-year background in accounting and finance, Harold J. Luke, a certified public accountant, Syracuse, N. Y., will take over the duties of assistant to the vice president in charge of finance for Servel Inc.

Before going to Servel, Mr. Luke was assistant to the treasurer of Syracuse Industries, a division of Union Chemical and Materials Co.

**Rockwell appoints Shoemaker
as district sales manager**

D. H. Shoemaker, branch manager, has been promoted to district sales manager of the Philadelphia branch

office of Rockwell Manufacturing Co.'s Meter and Valve division, which has been expanded into a district sales headquarters office.

Mr. Shoemaker joined Rockwell in 1942 as employment manager at the Pittsburgh plant and transferred to sales work in 1946. He had spent seven years in sales promotion work for the Equitable Gas Co. previous to this.

**General Controls announces
appointment of W. B. Harris**

Bob Johnson, manager of the Los Angeles branch of General Controls, has announced the appointment of W. B. Harris as field representative for that branch.

Mr. Harris has been employed by the Southern California Gas Co. since 1939. During that time he worked closely with appliance installers to help them solve their service and installation problems.

**John Wood appoints Oslin vice
president, general sales mgr.**



W. G. Oslin

W. Glenn Oslin has been appointed president and general sales manager for the heater and tank division of John Wood Co., it is announced by John H. Gotwals, vice president and general manager of the division.

In addition to directing the sales activities of the division, its advertising and promotion will also be Mr. Oslin's responsibility. He will make his headquarter in Conshohocken, Pa.

**Harry Bowser named Servel
appliance sales manager**

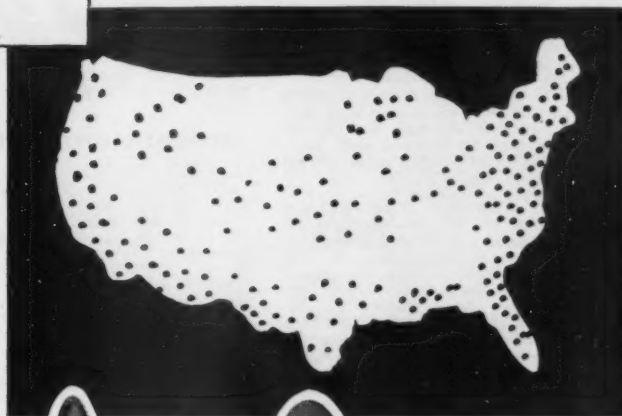
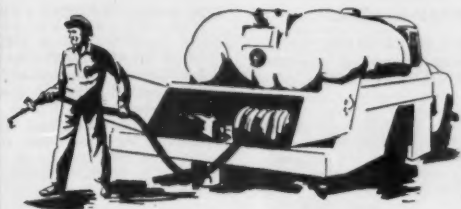
Harry Bowser, formerly director of sales development, has been promoted to sales manager of the home appliance sales division of Servel Inc. Announcement of his promotion is made by Richard S. Testut, vice president and general manager of the division.

Mr. Bowser succeeds Roland D. Payne, who has resigned.

The new sales manager came to Servel last August after having served as director of sales development and field sales manager of L. Bamberger, Newark, N. J.

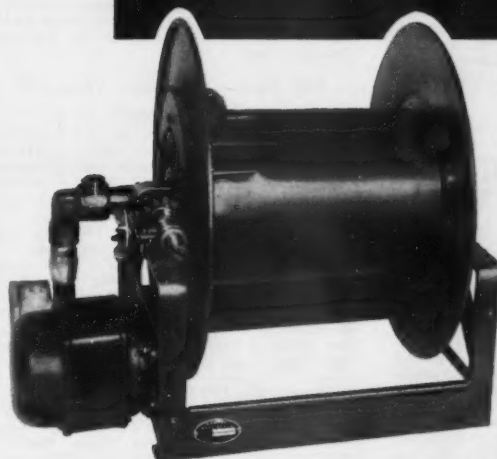
Continued on page 198

everywhere from
coast to coast, rugged,
dependable Hannay
LP-Gas Hose Reels
pay for themselves



Distributors of LP-Gas all over the country rely on the quality and dependability of Hannay Hose Reels to help them make more profitable deliveries every day.

When you order your next truck, or modernize your present one, be sure you *specify* and *get* Hannay. You'll find it profitable.



Send for free catalog with complete specifications.

... Greatest Name in Hose Reels



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CLIFFORD B. HANNAY & SON, INC., 346 WEST ST., WESTERLO, N.Y.

MAY, 1956

195



CLASSIFIED Advertising

All Classified Advertising payable with order. Copy must reach publisher's office prior to the fifth of the month preceding publication. Address: Classified Advertising Material, BUTANE-PROPANE News, 198 S. Alvarado Street, Los Angeles 57, Calif.

SITUATIONS WANTED

BULK PLANT MANAGER—SIX YEARS proven experience in all phases of L. P. Gas management, best references, college education, desires connection with established firm which is beginning or expanding bulk plant operations. Will relocate. Reply Box 23, BUTANE-PROPANE News, 198 So. Alvarado St., Los Angeles 57, Calif.

WANTED: JOB AS WORKING SERVICE Manager or branch manager. In West, Northwest or Canada; 15 years experience. State wages. Reply Box 28, BUTANE-PROPANE News, 198 So. Alvarado St., Los Angeles 57, Calif.

HELP WANTED

SALESMEN—COVERING BULK PLANTS and large dealers. We have an interesting, non-conflicting, nationally advertised line that the trade is using daily. All territories open. Reply Box 14, BUTANE-PROPANE News, 198 So. Alvarado St., Los Angeles 57, Calif.

SALESMAN WANTED FOR RETAIL SALES WORK IN fast growing Northwest area. Transportation and liberal guarantee furnished. Opportunity for advancement. Reply Box 22, BUTANE-PROPANE News, 198 So. Alvarado St., Los Angeles 57, Calif.

A NATIONAL LP-GAS CARBURETOR MANUFACTURER has an opening for a man with the following qualifications: good technical knowledge of internal combustion engines, must be good salesman, sober, hard worker, prepared to travel over a large territory (Southern states). Compensation open if you can deliver. Send complete history and references to Box 21, BUTANE-PROPANE News, 198 So. Alvarado St., Los Angeles 57, Calif.

WANTED: EXPERIENCED, ENERGETIC salesman with background in LP gas carburetion and general LP gas merchandising. Old established propane distributor west of Cascades and Pacific Northwest; also dealer of natural gas appliances. Reply in your own handwriting, stating educational background, record of employment and particular qualifications. Guaranteed salary plus commissions. Excellent opportunity. Reply Box 26, BUTANE-PROPANE News, 198 So. Alvarado St., Los Angeles 57, Calif.

MANAGER: EXPERIENCED IN PROpane operations, must be capable of handling all phases of a bottle operation, retail and wholesale. Give details of experience, education, salary expected, etc., in first reply. Located in Northern Illinois. Wonderful opportunity for qualified person. Reply Box 29, BUTANE-PROPANE News, 198 So. Alvarado St., Los Angeles 57, Calif.

VALVE DESIGNER: EXCELLENT opportunity for man with experience designing and detailing small valves. Permanent position with company who manufactures valves and miscellaneous parts for applications such as refrigeration, high and low pressure gas and valve items of specialty nature. Mechanical aptitude and background related to valve design absolute necessity. Reply to Mr. R. G. Brunton, Superior Valve & Fittings Company, 1509 West Liberty Avenue, Pittsburgh 26, Pa.

DISPLAY CLASSIFIED

\$12.00 a column inch per issue. Choice of 18, 14, 12, 10 pt display type for headings. Set with 1 pt border. Maximum ad size 3". No cuts permitted. Publisher will set ad for maximum effect in space purchased.

HELP WANTED — Cont.

SALES ENGINEER — PREFER AUTOMOTIVE or M.E. grad. for motor fuel and/or industrial work. BOB ROSS, INC., 2503 W. 67 St., Chicago 29, Illinois.

I WANT A MAN TO TEACH GAS SUBJECTS and some math. College degree and teaching experience desirable but not essential. Twelve months pay for nine months work. Summers free. Position open September first. Earle A. Clifford, Southern Technical Institute, Chamblee, Georgia.

SALESMEN: SALESMEN TO SELL TO LP dealers and distributors; full line Wall Heaters, Floor Furnaces, and Space Heaters. Known line, well priced—Eastern States only. Write details. Reply Box 27, BUTANE-PROPANE News, 198 So. Alvarado St., Los Angeles 57, Calif.

BUSINESS OPPORTUNITIES OFFERED

LPG BULK PLANTS. WE SPECIALIZE in selling petroleum properties throughout Midwest. Have number desirable plants for sale. OLE BRODD, PETROLEUM MARKETERS, 605 Produce Bank Bldg., Minneapolis, Minnesota.

QUITTING BUSINESS—L. P. GAS — Hardware — Plumbing — Heating. Good Kansas farming community. Bulk and Bottle business. Sold separately if desired. 42,000 gallon storage; Brunner compressor; Corken pump; two delivery trucks; bottle delivery pick-up; servicing a large territory. Business increasing every year. Reply Box 25, BUTANE-PROPANE News, 198 So. Alvarado St., Los Angeles 57, Calif.

FOR SALE — TRUCKS - TRAILERS

1400 WG MODEL 100 TWIN, 250 Lb. W.P. trim skirted tank, mounted on 1956 Chevrolet 2 ton, 2 speed, 825 rear tires, ONLY \$3,755.00. Fed. Tax paid. Pump, meter, hose, plumbing also available. EASY TERMS. White River Distributors, Inc., Phone 570, Batesville, Arkansas.

FOR SALE: DELIVERY TRUCK, 1500 gallon single or double barrel units, plumbed Viking KK200 pump, PTO, 50 ft 3/4-in. hose, 50 ft 1/2-in. hose, directional lights, mounted on new two-ton Chevrolet truck and ready to pump gas at only \$4875.00. Federal Tax paid. 25% down and up to thirty-six months to pay. McNamar Boiler & Tank Company, Box 868, Tulsa, Oklahoma. Phone CH 2-6291.

FOR SALE: INTERNATIONAL TRUCK Model L-120 with four speeds forward, dual wheels, 600 W.G. propane truck tank, Viking pump and Pittsburgh meter. Reply Box 31, BUTANE-PROPANE News, 198 So. Alvarado St., Los Angeles 57, Calif.

FOR SALE: 5000, 5500 and 6000 gal. W.G. U69 Tandem Propane Twin Barrel Trailers. Choice of 16 with 50% 10-20 tires, air brakes. Now operating. Texas R.R. Commission, ICC, ASME approved. Delivery will be made to most northern cities for \$200. Write for pictures, details. IRVIN F. NELIS ASSOCIATES, P. O. Box 14472, Houston 21, Texas.

UNDISPLAYED CLASSIFIED 15¢ a word. Set in 7 pt type without border. \$3.00 minimum charge per insertion. If Blind Box number care of B-P News is used, count as five words.

POSITION WANTED. Undisplayed rate is one half of above rate, payable in advance.

DISCOUNT OF 10% if full payment is made in advance for four consecutive insertions of undisplayed ads.

FOR SALE—TRUCKS - TRAILERS - Cont.

NEW 1800 WG U-69 DELIVERS MORE GAS IN LESS TIME! This Nor-Tex Twin Delivery Unit is equipped with high flow piping throughout. Mounted on your choice of truck or on your present truck chassis for only \$2,194.80 (including tax). Trim skirting, ICC lights, Viking mechanical seal pump, P.T.O. spline jack shaft and 50 ft. of filler hose. Call NOR-TEX PRODUCTS COMPANY collect, C-5416, Denton, Texas.

TRANSPORT BARGAIN: 5000-GALLON, U69 Twin barrel Trinity Steel, Reyco tandem, 200 lb. pres. light weight. Good rubber, 1950 International L-185, completely overhauled. Airbrakes, new rubber, excellent condition, \$5,000. Box 777, Ysleta, Texas.

FOR SALE—TRUCKS, TRAILERS—FOR something different in propane tanks, see Master Tank & Welding (Dallas) advertisement in this edition.

TWIN BARREL TRANSPORT, SEMI- trailer, 4500-gallon gross, Southland, tandem axles, full air brakes, 10:00 x 20 tires, used on short runs; operating condition, \$2500. THE VERKAMP CORPORATION, CINCINNATI 13, OHIO.

YOU'LL SAVE MORE TIME AND MONEY with a Nor-Tex "Package Unit." Any user will tell you, "They earn more! They cost less!" Mount this 1400 WG U-69 Twin Delivery Unit on a new truck of your choice or on a truck you now have for only \$1,935.00 (Includes tax and mounting cost). It delivers more gas in less time because it's equipped with high flow piping throughout. Trim skirting, P.T.O. spline jack shaft, Viking mechanical seal pump, 50 ft. filler hose and ICC lights. Painted white enamel over red oxide. Call NOR-TEX PRODUCTS COMPANY collect, C-5416, Denton, Texas.

1800 WG MODEL 100, 250 Lb. WP TRIM skirted tank, mounted on 1956 International SP-162 with a 264 cu. in. FACTORY LPG ENGINE, 2 speed axle, 825 rear tires, only \$4,166.00, Fed. Tax paid. Packaged Plumbing, meter, etc., available. EASY TERMS. White River Distributors, Inc., Batesville, Arkansas.

BULK TANK TRAILERS. RUGGED AND well balanced. Designed so one man can set underground tanks. Carl A. Raub, Madisonville, Kentucky.

FISK TRAILER 'The New Idea'

Storage tank trailer for transporting consumer storage tanks up to 1260 w.g. Save time and labor with this one man (1) HYDRAULIC operated unit, \$499.50 F.O.B. Oshkosh, Wisconsin. Write:
FISK TRAILER SALES COMPANY
Mounted Route No. 26
FOND DU LAC, WISCONSIN

DELIVERY UNITS: SINGLE OR Twin Barrel. Our prices are competitive. We invite comparison between the equipment and price on our units with any competitive units. We believe we can give you the highest payloads per pound of gross vehicle weight. Write, wire, or phone, Lubbock Machine & Supply Co., Inc. Drawer 1589, Lubbock, Texas.

CLASSIFIED Advertising



FOR SALE — TANKS - CYLINDERS

FOR SALE: 1 30,000-, 4 18,000-GALLON-used propane tanks. Excellent condition, ASME code. 1 used tank car unloading compressor w/ motor. 1 used Smith #300 pump w/motor. 2 used Mitchell direct-fired vaporizers, 140 gals. per hour. 4 used 4", 4800-cfh meters. Reply Box 30, BUTANE-PROPANE News, 198 So. Alvarado St., Los Angeles 57, Calif.

STORAGE TANKS

Available Immediately
In the following capacities: 1000, 2000, 3000, 5000, 6000, 8000, 10,000, 15,000, 18,000 and 20,000. Your choice of 46" to 96" diameter. Write, wire or call Lubbock Machine & Supply Co., Inc., P. O. Drawer 1589, Lubbock, Texas.

SKID TANKS

— IN STOCK NOW —

3000 gallon size built especially rugged for oil field use. Write, wire or phone
Lubbock Machine & Supply Co., Inc.
P. O. Drawer 1589
Lubbock, Texas

ABOVE GROUND PROPANE TANKS

115 to 1000 Gallons

2 to 3 YEARS TO PAY, or
CONSIGNMENT PLAN

Unloaded by our truck
on your yard.

Write TODAY
for Prices and Details.

WHITE RIVER
DISTRIBUTORS, INC.

Batesville, Arkansas

PROPANE TRUCK TANKS

Model 100 with trim skirting. Prices INCLUDE Fed. Tax and mounting on chassis.

1400 WG—\$1,395.00
1500 WG—\$1,482.00
1800 WG—\$1,676.00
2000 WG—\$1,892.00
2200 WG—\$2,108.00

Your choice of 5 Models, 600 to 2300 WG Twin or Single.

Packaged Plumbing, pumps, meters, etc., and all makes of trucks available. LOW DOWN PAYMENT, up to 3 Years to Pay. Write for Descriptive Folder.

WHITE RIVER
DISTRIBUTORS, INC.
Batesville, Arkansas

FOR SALE—TANKS, CYLINDERS - Cont.

TRANSPORTS: SINGLE OR TWIN barrel; new or used; for lease, or sale on budget or rental sale plan. If you want maximum payload, with all of the latest equipment engineered to fit your truck, roads, and your hauling problem, get the LMC PAYLOADER.

Contact Lubbock Machine & Supply Co., Inc., Drawer 1589, Lubbock, Texas.

FOR SALE—MISCELLANEOUS

FOR SALE—IMMEDIATE DELIVERY! Eureka Smokehouse Burner Assemblies! For meat smoke houses using bottled gas. Completely automatic. Clean filtered smoke. Distributes heat uniformly. Low gas consumption. Automatic temperature and pilot control. Less product shrinkage. Easily installed. Write for descriptive pamphlet. Eureka Equipment Company, P.O. Box 396, Beloit, Wisconsin.

CUT THOSE HOUSING COSTS. NEW, permanent, economical Housings for Bottled Gas. Box 564, Davenport, Iowa.

DECALS MADE FOR TRUCKS, EQUIPMENT. Small or large quantities. Catalog free. Mathews Co., 827 S. Harvey, Oak Park, Ill.

SERVEL REFRIGERATORS
CLEAN — ALL CHECKED OK
Model M500A.....\$15.00 each
Model N500A.....\$18.00 each

In lots of 12 or more.

FRED A. BROWN COMPANY
100 E. Allegheny Avenue
Philadelphia 34, Penna.
Est. 1918 REgent 9-1130

FOR SALE

50 Used Rockwell Model 00 L-P Gas Meters —Good condition. Cubic foot or Deci-Meter indicators. Price \$8.50 each COD, FOB our plant.

30 New Taylor Visible Float Gauges for 32" diameter tank. To be mounted at approximately a 45° angle from horizontal center line. Price \$2.50 each COD., FOB our plant. RED-E-GAS COMPANY, 9000 Watson Rd. St. Louis 19, Mo.

SERVEL GAS REFRIGERATORS

R400A W600A
S400A BN600A

Used: guaranteed in good operating condition. Modern, attractive, excellent condition. Low delivery cost anywhere. Send for illustrated folder NOW and be ready for your Spring selling season.

BEACH REFRIGERATOR CO.

196-11 Northern Blvd. Flushing 58, N. Y.
Phone FLushing 7-6161

BUSINESS RECORDS

KRAFTBILT BUSINESS RECORDS increase your profits—improve your credit—help boost sales. That's why KRAFTBILT LP-Gas Forms are used by more LP-Gas dealers than any others. Simplify your office work—use KRAFTBILT Simplified forms. Approved by your Association. Highly recommended by outstanding LP-Gas suppliers. Don't wait! Send postcard now for LP-Gas Forms Catalog. ROSS-MARTIN CO., P.O. Box 800-S, TULSA 1, OKLAHOMA.

WANTED — MISCELLANEOUS

WANTED—USED 60 and 100# BOTTLES. PREFER light weight. Will buy others if the price is right. Prefer carload lots. Telephone or write Pat Griffin, Fort Collins, Colorado.

WANTED—ONE TANK TRAILER SUITABLE FOR handling LP gas; capacity approximately 5000 gallons. Contact Hysan Products Company, 932 West 38th Place, Chicago 9, Illinois.

PROFESSIONAL SERVICES

INDIVIDUALLY DESIGNED Ammonia and LP Gas Plants

H Emerson Thomas
& Assoc., Inc.
Westfield, N. J.

COMPLETE LP GAS SERVICE

TO SELLERS — Sales Reports, Accounting Reports, and Engineering Services to sell your business with no cost to you.

TO BUYERS — We are able to give you ALL the facts regarding the LP Gas businesses we have for sale. Write us or call collect.

FEDERATED PETROLEUM SERVICES, INC.

Sales Office: Accounting Office:
3230 University Ave. 300a Broadway
Madison 5, Wisc. Hannibal, Mo.

LP GAS INSTALLATIONS and ANHYDROUS AMMONIA PLANTS DESIGNED AND INSTALLED

"There's No Substitute For Experience"

PEACOCK CORPORATION
Paul E. Peacock, Jr., Pres.
Box 268, Westfield, N. J.

L. P. GAS INSURANCE

Have your agent write us about our Complete and Comprehensive Coverage for Adequate Limits of Liability at Reasonable and Normal Rates with Specialized Safety Engineering and Claim Service. Available only in Alabama, Arkansas, Arizona, Georgia, Kansas, Louisiana, Mississippi, New Mexico, Oklahoma and Texas.

PAN AMERICAN FIRE & CASUALTY COMPANY

Earl W. Gammage, President
P.O. Box 1662 Houston, Texas

MISCELLANEOUS SERVICES

BUSINESS RECORD FORMS. ALL-WEATHER EZE-SNAP delivery invoices, for use when making LP gas metered truck deliveries. 1000 sets (3 part) imprinted with name, address and telephone. \$17.50 per 1000 sets. DEGREE DAY SYSTEMS, WOODSIDE 77, L. I., N. Y.

CLIENTS OFTEN INCREASE PROFITS 2% or more by using my cost reducing bulk and bottle operating procedures and sales procedures. Property evaluations and special assignments also handled. Floyd F. Campbell, Management Counselor, 821 Crofton Ave., Webster Grove 19, Mo.

Continued from page 194

Oberholtzer named vice president for Delta Manufacturing Co.



W. A. Oberholtzer

Mr. Oberholtzer joined Delta after several years service as controller and secretary-treasurer of Black, Sivalls & Bryson Inc., Kansas City. Earlier, he served as manager of the BS&B plant in Tulsa.

R. H. John to represent Janitrol in western Michigan

The appointment of Richard H. John as sales representative for the Janitrol Heating and Air Conditioning division, Columbus, Ohio, has been announced by H. C. Gurney, Janitrol sales manager.

Kenneth H. Gayle Jr., president of Delta Tank Manufacturing Co. Inc., Baton Rouge, has announced the appointment of William A. Oberholtzer as vice president-finance.

Mr. Ober-

Mr. John will represent the Janitrol line of residential, commercial and industrial heating and cooling equipment in western Michigan. His office will be located in Grand Rapids.

Youngblood is general sales manager for H. C. Little

H. C. Little Burner Co. Inc., San Rafael, Calif., has named John V. Youngblood as general sales manager.

Mr. Youngblood joined the company after 14 years in sales management at retail, wholesale and manufacturing levels, including a period as New England district manager for the Quaker division of the Florence Stove Co.

Peerless Manufacturing appoints Crahan to representative

T. D. Bromley, vice president of Peerless Manufacturing Corp. has announced the appointment of Lester L. Crahan, Los Angeles, as West coast representative. Peerless manufactures suspended gas unit heaters, vented recessed heaters, and room heaters.

Mr. Crahan has been in the gas industry since 1921.

George B. McClellan



G. B. McClellan

George B. McClellan died suddenly at his home on March 1. He was sales manager of William Wallace Co., Belmont, Calif.

Mr. McClellan assumed the position of general sales manager of the gas vent pipe

manufacturing firm in January of this year. Formerly he acted as sales promotion manager of the company, supervising promotion activities for Metalbestos gas vent pipe.

In August of last year, Mr. McClellan participated in a series of conferences on gas heating sponsored by the LPGA. With four other representatives of leading manufacturers in the gas heating industry, he lectured on the problems of gas venting.

Smiles, kind words, and thoughtful consideration cost nothing, but no other investment pays as high a rate of return.

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new low cost conversion

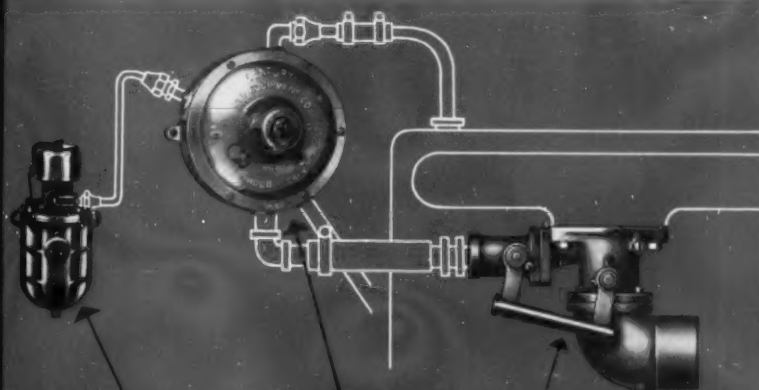


CENTURY

LP-GAS

Carburetors

with metering valve



Century combination filter pack strainer and electrically operated fuellock valve.

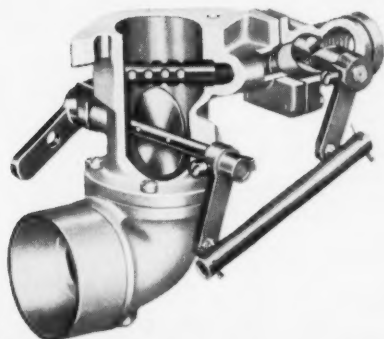
Century Model H Converter, a 2-stage type that locks off to atmospheric pressure. Cast in coils. All safety features.

Century 3c Carburetor with years ahead metering valve system.

MODEL H CONVERTER

for engines up to 100 hp.

with a high performance record



METERING VALVE on Century Carburetors provide positive control of the gas at any throttle position and thus provide a perfect fuel-air mixture for starting, idling, power and economy.

NOW YOU CAN CONVERT farm tractors, industrial trucks, and stationary engines at a new low cost and still provide the high efficiency and performance of Century Carburetion. Why? Because Century's new Model H Converter is made specially for engines of 100 hp. or less. Its new compact design and matched capacity is lower priced. Easy to install, it has all the features of larger Century Converters.

What a combination! A Century 3c Carburetor with metering valve, a power matched Century (Model H) Converter and a Century (strainer) Fuellock—here's your 3-way guarantee of customer satisfaction. Get the facts today; write for literature.

CENTURY GAS EQUIPMENT CO., 11188 Long Beach Blvd., Lynwood, California

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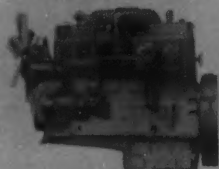
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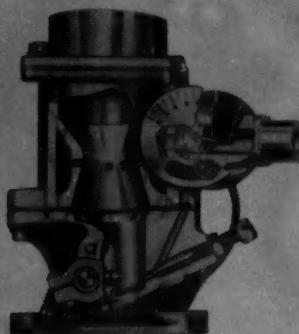
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Cut-away View of Algas
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**Is Engineered To Give You More LP-Gas
ECONOMY! PERFORMANCE! POWER!**

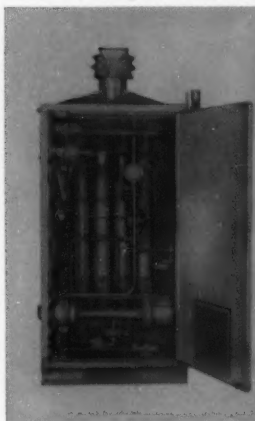
Factory and field tested engineering behind every ALGAS product brings you the kind of LP-Gas performance that you want plus proven economy that makes ALGAS equipment your wisest investment. Every ALGAS product is backed by nearly a quarter of a century of recognized leadership.

CARBURETION EQUIPMENT

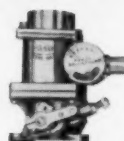
that combines LP-Gas know-how with high quality construction is offered in the complete ALGAS line. Carburetors, adapter-mixers, hose adapters, spud-in kits, converters, heat exchangers and filters in a wide range of models to meet every need.

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For industrial, stand-by and municipal use, ALGAS LP-Gas plant equipment is specifically engineered, manufactured and installed to meet any load requirement from one thousand to several hundred thousand gallons capacity. ALGAS also offers a complete line of LP-Gas Vaporizers, Vaporizer-Mixers or Mixers only for use by industries and utilities. Fuel distribution and service station design and construction are also part of ALGAS complete LP-Gas service.



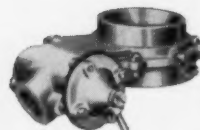
Carburetors for
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Adapter-Mixers
for Combination
Systems



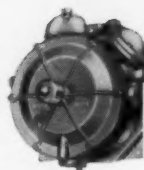
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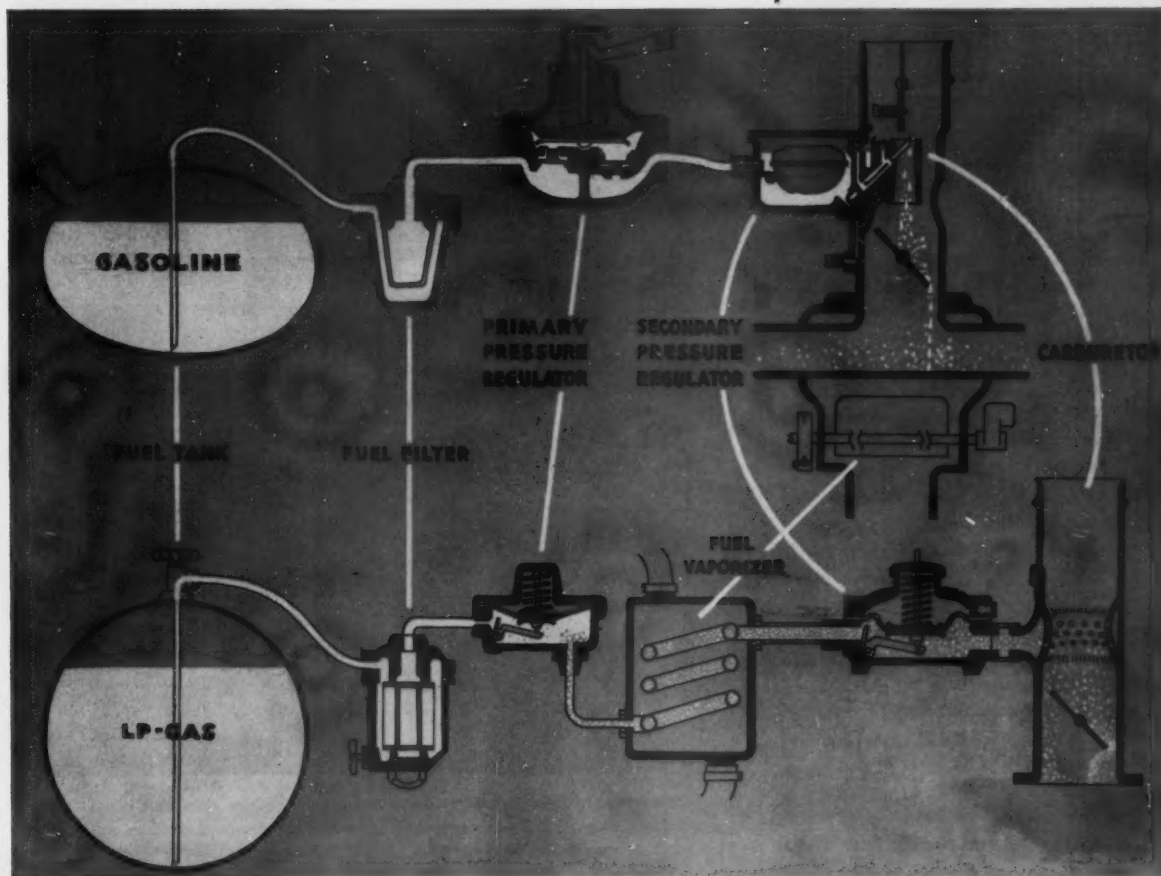
Conversion to L. P. gas is easy — Here's how

• By CARL ABELL

MANY mechanics have hesitated to convert engines from gasoline to L. P. gas because they did not understand the differences in the carburetion equipment. But the actual conversion is easy when we understand a few simple facts about engines and fuels.

The fuel mixture that the engine burns is composed of air and hydrocarbon fuel (gasoline or propane) in the correct proportions, which are almost the same for both fuels. The carburetor makes the correct mixture, feeding the fuel into the air. Back of the carburetors are tanks to carry the fuel and regulating units to bring the fuel into the carburetors at the correct pressure for the metering systems.

The only basic differences in these two fuel systems are those made nec-



Conversion to L. P. gas is easy — here's how

essary by the fact that gasoline is a liquid that must be vaporized after it passes through the carburetor, while propane is vaporized before it reaches the carburetor. In both systems there are the same number of units to control the fuel, and while they are not arranged in quite the same order they end up serving the same purposes. Let's check the chart and match up the units.

Liquid filters

Fuel is carried in the tanks—gasoline under gravity so it must be pumped into the line, and propane under pressure so it pumps itself into the line. Liquid filters are set in the lines leading from the tanks.

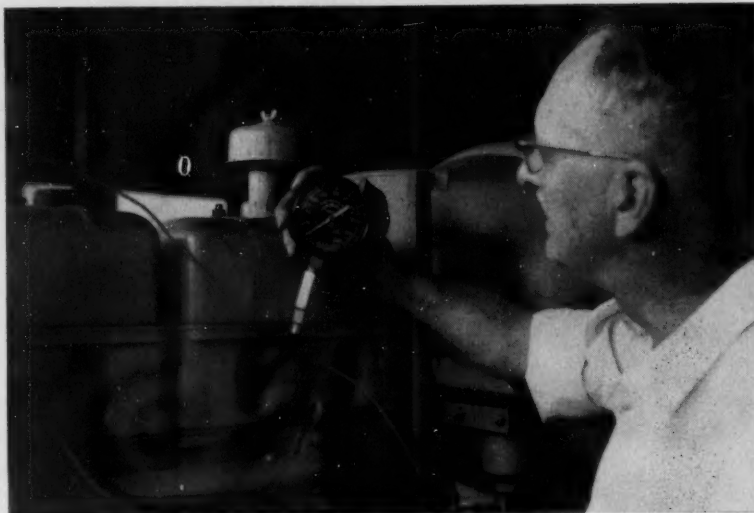
The gasoline pump outlet pressure is about $2\frac{1}{2}$ lb per sq in. The outlet pressure of the first regulator in the propane system is approximately the same.

Vaporization of propane takes place at the outlet of the first pressure regulator, and is accomplished with engine heat from the water system. Gasoline is vaporized after it leaves the carburetor, by means of engine heat in the manifold.

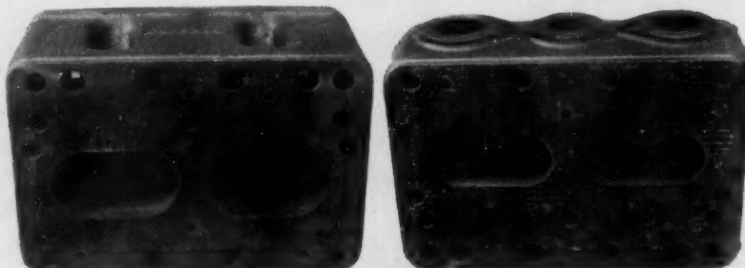
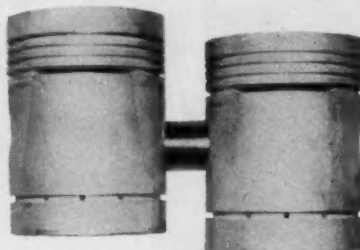
Convenience, economy

In both systems the fuel is supplied to the carburetor jets at nearly atmospheric pressure. With gasoline this is controlled by the carburetor float. The second pressure regulator does it for the propane system. (For convenience and economy the first and second regulators and the vaporizer are generally built into the same case, and called the "regulator" or the "converter".)

There you have the similarities, step by step. Now let's get into the practical matter of putting the propane fuel system on the gasoline engine. The picture sequence which follows will give the basic steps. The instruction sheet that comes with the carburetor supplies the details and adjustment information for the particular carburetor that you will use. Read those instructions before you start the job. The manufacturer of the carburetor already knows more of the answers than you can find out by yourself in the next ten years.

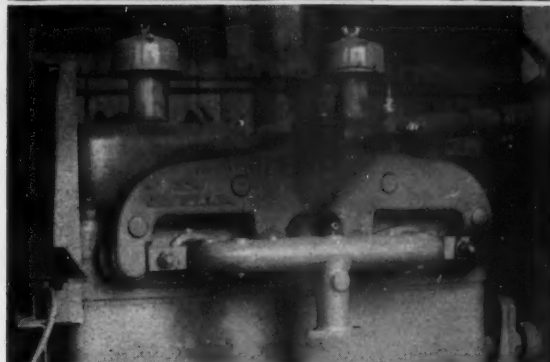
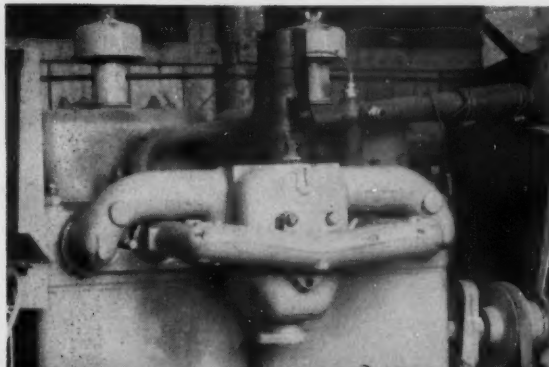


1. Be sure that the engine is in good condition. You would not expect a badly worn engine to keep on running on gasoline. L. P. gas will enable an engine in good condition to last longer, but it will not recondition one that is worn out. Check the engine with gauges—don't guess. If the compression is good and it is not pumping oil, you can go ahead.



2. Power is "heat put to work". LPG produces less heat per gallon than gasoline. To get the same power and "mileage" LPG must be burned under higher pressure. Depending on the engine design the compression is raised by installing higher pistons, or by using a special high compression head, or by planing down the regular head to reduce combustion chamber size.

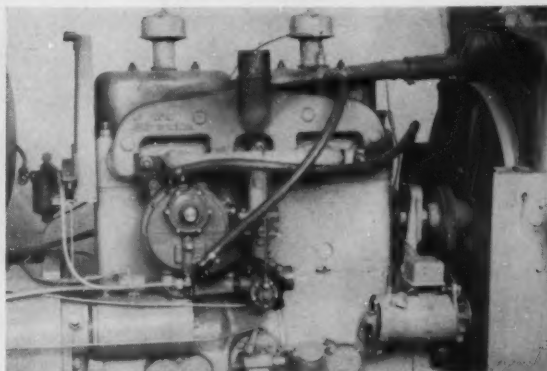
Conversion to L. P. gas is easy — here's how



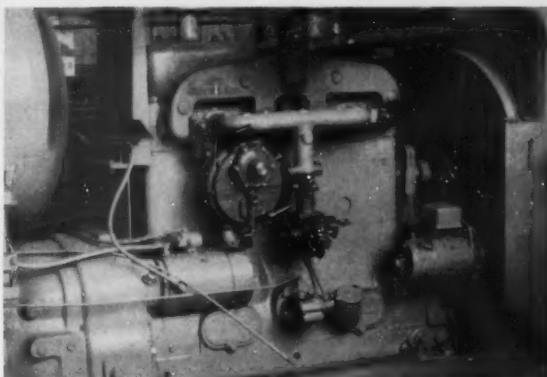
3. The manifold hot spot that vaporizes gasoline will cause loss of power with LPG. The intake manifold should be cooled by separating it from the exhaust (1) by the use of separate manifolds (see above) or (2) by cutting a section out of the hot box and closing the exhaust passages, or (3) by inserting a stainless steel separator between the two manifolds.



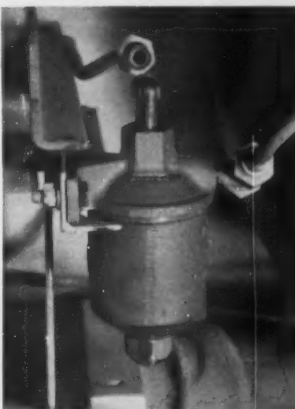
4. The fuel tank must be designed for working pressures above 200 psi. They now come designed for specific tractor models, complete with mounting brackets and with a tunnel for the steering column if this is needed. Do not use any "butane" or low working pressure tanks, and see that the pressure relief valve outlet is directed upward and away from the driver.



5. Install carburetor and regulator, locating latter where it will not be in the way of mounted tools like corn picker or loader. If space permits, mount regulator close to carburetor and low enough so fuel tube slopes up to carburetor connection. If engine is equipped with governor, see that nothing interferes with its operation.

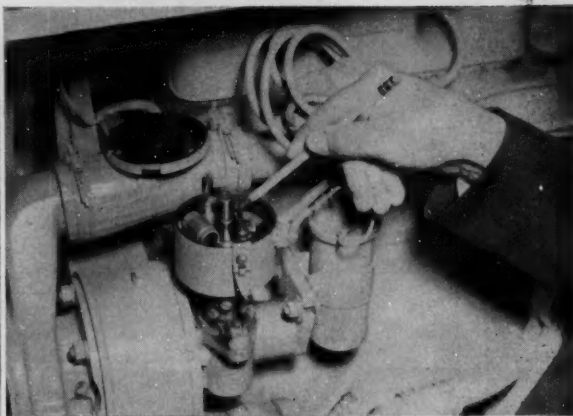
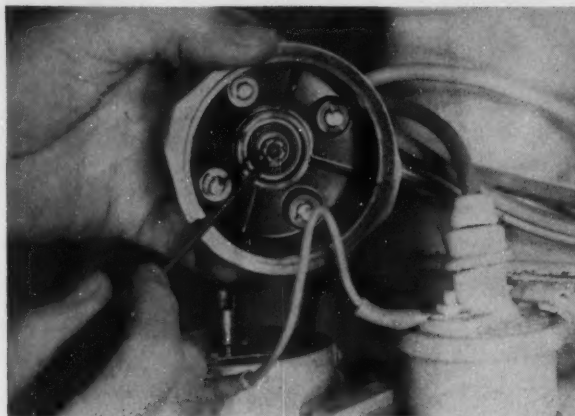


6. Use high grade heater hose (never garden hose) or copper tubing for water lines, connecting water outlet of regulator to suction side of water pump. Connect carburetor and regulator with fuel tube having neoprene or non-soluble lining. Connect idling tubes and balance lines as specified in instruction sheet. Connect throttle rod so throttle closes.



7. Install strainer and fuel lock (if used) as close to regulator as convenient. For fuel line use thick walled copper tubing, Type K or L, connecting with flared fittings only. Friction fittings are not safe anywhere in the high pressure fuel system. To absorb vibration you should "offset" the tubing, or install section of flexible tubing approved for LPG.

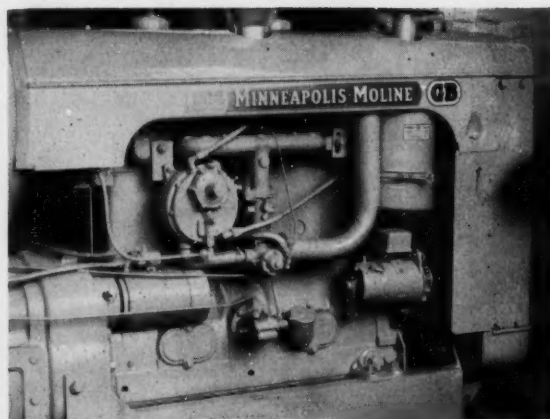
Conversion to L. P. gas is easy — here's how



8. Clean and recondition the entire ignition system, making sure that coil, condenser, points, automatic advance and spark plugs are in good condition and all connections tight. Spark plugs should be one step colder on gasoline compression ratio, two steps colder if compression has been raised. Wire any electric fuel control units to cold side of ignition switch.



9. Set ignition timing for maximum power, which will also give best economy. Easy way is to pull load over marked course, setting distributor where it enables the tractor to make the distance in lowest possible time. Timing for LPG is generally a few degrees earlier than for gasoline. Don't guess—too early or too late timing will give poor economy.



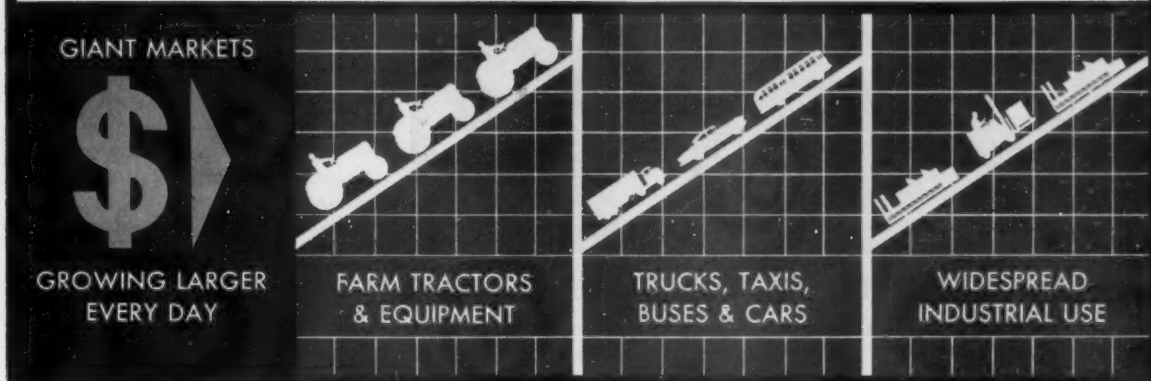
10. Refit the hood, if necessary. It makes a nicer fit and quieter job if rubberbelting or other flexible material is used to close gap between hood and tank. Touch up the paint to make it look like the tractor has been in the hands of a workman. If the job looks sloppy, the owner expects it to be sloppy and suspects it may give trouble.

—All photographs courtesy of Ensign Carburetor Co.



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The Key to the Biggest Potential in the ever expanding LP Gas Market

The market for Zenith* LP Carburetion is one that runs into the millions of units. With the ever expanding use of LP Gas on farms, in industry and on the highways, today's sales are but an indication of the volume sales that lie ahead.

Zenith LP Gas Systems are the product of the oldest and widest-experienced carburetion manufacturer in the industry. Individual applications are factory engineered for a wide line of vehicle, industrial and farm uses.

Remember, too, every Zenith installation means an added source of fuel revenue from satisfied customers.

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Techniques that sell tractor conversions

The L. P. gas dealer who really wants to sell conversions should be firmly convinced in the benefits derived from switching to LPG.

By CARL ABELL



THE NEW MANCHESTER SUPER "8" ANGLE-FLAME BURNER

1. The SE No. 287 Super "8" L.P. Gas vapor hand burner is extremely lightweight (5¼ lbs. - the lightest part of the burner is at the very end where most burners are the heaviest). It is easy to use.
2. The Super "8" is eight feet long - this gets the heat away from the operator. Farmers are using the Super "8" extensively in 100 degree weather.
3. The added length of the Super "8" permits the operator to reach across most irrigation ditches with ease.
4. The new angle flame permits complete coverage of the entire ditch. Simply a twist of the wrist directs the highly effective L.P. Gas flame where it will do the most good.
5. The windproof pilot is very easy to light and is made of new heat resistant metal.
6. The original Manchester trigger valve permits use of flame only when needed, which assures added economy and working comfort when using the Super "8".
7. The 250 Gallon net L.P. Gas tank built to 250 lbs. API or 200 U-69 Code, complete with UL listed valves, supplies ample fuel for the Super "8" burner and enables you to cut delivery cost.
8. The six foot, 270 degree swing boom is located on top of tank and keeps L.P. Gas hose off ground and away from wheels for maximum safety.

You can profitably use the film "Potentials in L.P. Gas Weed Burning" to help you promote sales and increase your summer load. Write for particulars.

You can also choose from the complete line of Manchester LPG conversion tanks; there is a Manchester tank to fit every standard model tractor or truck. L.P. Gas fuel tanks are available for all the latest tractor models.

For further information write to



MANCHESTER

Welding & Fabricating Co.

2880 NORTON AVENUE, LYNNWOOD, CALIFORNIA

NEWARK 1-9337 or NEVADA 6-2839

THE L. P. gas dealer who expects to make a success of selling tractor conversions should start out by proving his own sincerity in his belief that propane is a better motor fuel. All of his company vehicles, including the automobiles used in sales work, should be equipped to operate on LPG. Farmers know how gasoline automobiles and trucks operate, and they are quick to recognize improvements particularly in the low speed range, where the smoothness of propane can be shown so dramatically.

Passenger cars or pick-ups can be used as demonstrators, illustrating this smoothness and lugging power by climbing slopes at low speed, or by pulling the engine down with the brakes until it just moves along at a speed that would cause a gasoline engine to cut out under the load. One of the most effective ways to demonstrate smoothness and power is to get the car in high gear, and then pull it down to a low speed and accelerate it on a curve. This can be done in a farmyard in a great many cases. The centrifugal effect produced by the curve adds to the sensation of acceleration, and to the convincingness of the demonstration.

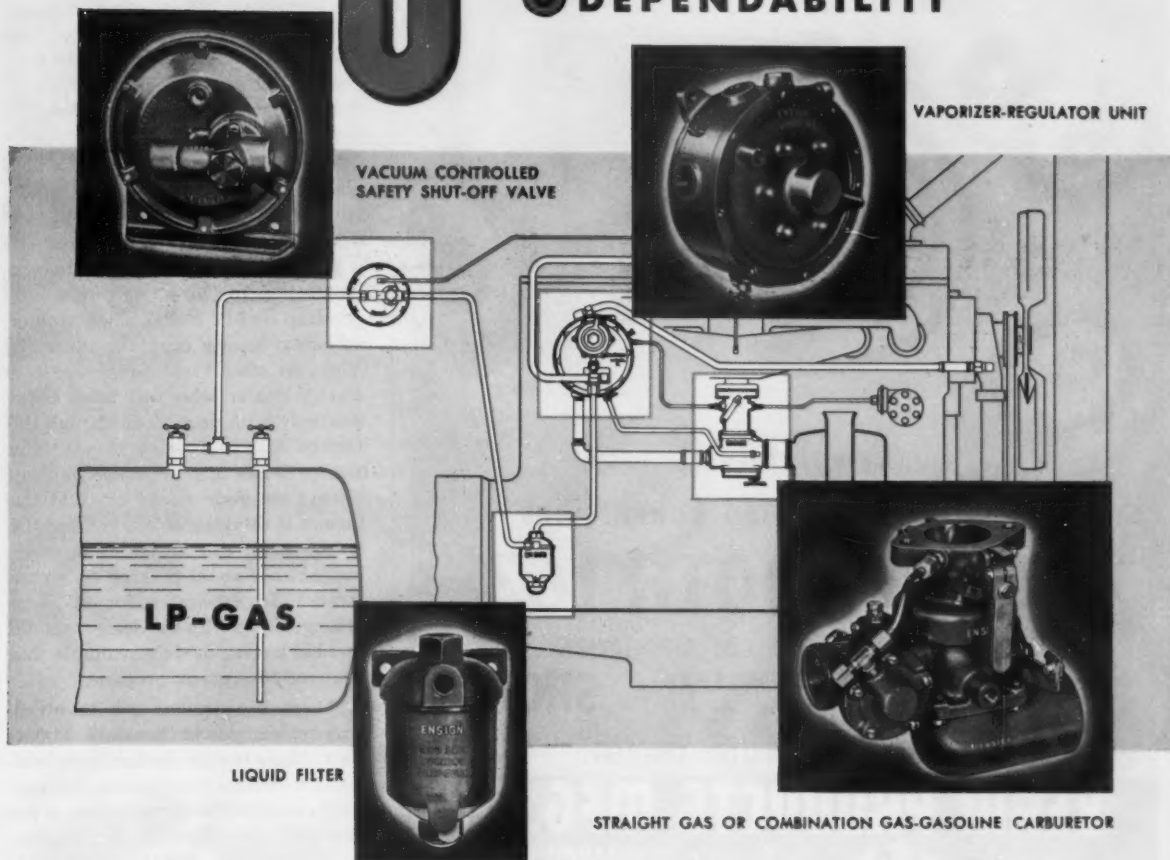
In planning the program, it is necessary to be ready to make the conversion. Who is going to do it? Will it be the local tractor dealer, or will the LPG dealer have his own organization make the installation? There are advantages both ways. In the early days it was necessary for the LPG dealer to do the work, because the tractor agents were not interested. Now that all of the manufacturers of the larger wheeled tractors have factory-equipped models for sale, and most of them offer conversion kits or duplicate factory equipment for the dealers to install, it is time to look the situation over and ascertain which course is likely to result in the installation of the most LPG-burning tractors in the community.

It is certainly better to have the tractor dealers working with you instead of remaining neutral or working against you. Two organizations can sell more than one. If you have



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- ① POWER
- ② ECONOMY
- ③ DEPENDABILITY



It is a carefully calculated result—Ensign's superior starting without flooding, stable idling and unfaltering acceleration to full power. It is no accident either that Ensign offers best fuel economy in year 'round operation. Each and every design feature is proved in both laboratory and field for years before the product reaches the market.

Customer satisfaction with LP-Gas as an engine fuel depends largely upon the carburetion. Your best bet is to insist on Ensign. It costs no more. Then, too, with Ensign you enjoy the real meaning of **DEPENDABILITY**. Send for Ensign's new colored brochure No. 108. It's packed full of carburetion "know-how"—the result of over 45 years' experience.

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HUNTINGTON PARK, CALIF.

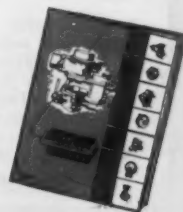


CHICAGO 36, ILLINOIS

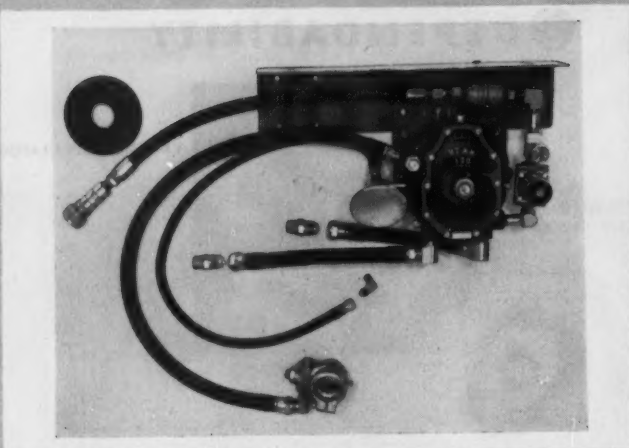


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PARKHILL COMPANY

2264 Huntington Drive, San Marino, Calif.

not already done so, it is time to call on your local tractor dealers and any independent garages doing that kind of work, and see if a mutually beneficial deal can be set up. You hold a trump card in negotiating with any tractor dealers who are willing to listen to reason—your drivers are calling regularly at the farms of many of the prospective users of LPG-powered tractors. While some of these farmers are logical prospects for conversions, there will be a certain percentage whose power equipment is ready to replace. They are about to buy new tractors.

You or your drivers are in a key position. The farmer will talk much more freely to you than he will to a tractor dealer. Your organization can, if proper relations are cultivated, be in position to "bird dog" these impending deals before the tractor salesman knows anything about it. You can steer these prospects to a tractor dealer who will work cooperatively with you. Even though the farmer may not want to visit the tractor dealer of your choice, you can always tip your friend off that the farmer is thinking of buying, and the tractor man can make his own arrangements about making a demonstration. In preparation for this, your arrangements with the dealers should include having models available that are ready to run on propane.

Where conversions are involved, trained manpower becomes important. Many tractor dealers have hesitated to make conversions because they consider that the process is too involved. Actually the process is easy to understand, and the necessary knowledge can easily be acquired by any good mechanic who is capable of tuning up an engine. LPG carburetion schools are held frequently, within close range of almost everyone within the farm belts where conversion volume can be developed. They are held by tractor manufacturers, carburetor manufacturers, equipment distributors, and state associations.

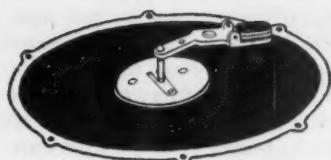
Some of these schools are held at state colleges, where good engineering instruction and complete laboratory equipment are available to make the training more effective. And a number of carburetion distributors holding schools at frequent intervals are almost as well equipped as the colleges. Logically a man with years

Another engineering first for GARRETSON!

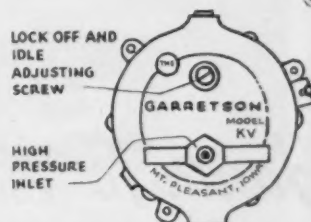
New Simplicity in Vapor Withdrawal



Once again, the company which designs its LPG conversion equipment with *you* in mind, scores another FIRST! Introducing the GARRETSON Model KV 2-stage vapor withdrawal fuel controller! The same simplicity of design, the same ease of installation, the same super-sensitive regulation which have made the Model K liquid fuel controller *famous* have been engineered into the KV. Now, where *quality* regulation is needed in a vapor system, you can offer your customers a system which is the simplest, most sensitive, highest quality conversion unit on the market today! Check the features of the KV and you'll see why GARRETSON, is famous for carburetion craftsmanship!



See it at booth 123
25th LPGA Convention



Fewer Parts to Worry About with the KV!

The first stage diaphragm acts as a gasket between body parts. No lever is required on the primary side. The KV is a high quality aluminum casting machined to close tolerances for superior operational and maintenance quality. The secondary diaphragm is super-sensitive, but strong, the secondary lever has a high leverage ratio for additional sensitivity. The secondary seat will square itself with the orifice, *but will not rotate!*

SPECIFICATIONS:

CAPACITY: 180 H. P. with small orifice.
250 to 300 H. P. with large orifice.

WEIGHT: 4 lbs.

SIZE: 6" x 3 3/4" high.

Designed for use on tractors, fork lifts, cars, trucks, busses, stationary power units, truck refrigeration units, etc.

Engineered to extremely close tolerances for long life and service—free operation.

Installation and Maintenance Made Easy!

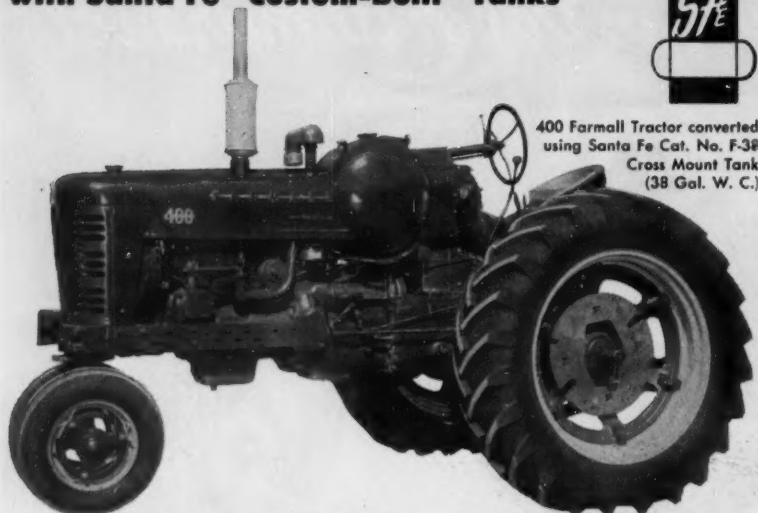
No intake manifold vacuum line is necessary with the KV. In fact, only one hose is needed to the engine—cuts installation costs and time. The high pressure inlet is on the *face* of the unit for easy accessibility. The second stage has a direct-acting adjustable lock-off, which is *also* on the face of the unit. With the KV, you have optional fuel outlets of 3/4" and 1/2" N. P. T., a pressure-test opening, and 3 sturdy mounting lugs.

Grow with Garretson

Yes, GARRETSON has again proved to be the leader in LP carburetion. You, as a distributor of LP Gas, owe it to yourself (and your pocketbook) to find out more about the GARRETSON line of carburetion equipment. Write, wire, or phone for more information today!

Garretson
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400 Farmall Tractor converted
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..... matter of fact, you can see many important differences in the revolutionary new Santa Fe cross mount tank for the popular 400 Farmall tractor. You can tell at a glance there's far greater visibility for the driver . . . and a "built in" appearance that sets a new standard for tractor conversions. Improved filling speed is apparent in the forward placement of the filler and vapor return valves. Even the mounting of the liquid level gauge spells convenience.

There are some differences you can't see, too. One is the speed of installation. It's easily made with the hood cut out templates, rubber trim and complete diagrams and installation instructions supplied with each tank. Another is the quality construction, experience and integrity built into every Santa Fe tank. Added together these differences assure true satisfaction for you . . . and your customers. Write today for complete specifications and prices on this outstanding tank for the I.H.C. 400 Farmall tractor, or our similar design for the I.H.C. 300 Farmall.

Santa Fe **ENGINEERING & EQUIPMENT CO.**

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of experience as an engine or farm equipment mechanic can absorb this training more quickly and completely than a man with limited experience in engine work, but some very good conversion men have been developed by training of men whose previous background has been servicing gas appliances. It takes a little more time to give this type of man the necessary knowledge and self-confidence, but it can be done if the instructor knows his stuff.

With manpower and physical facilities available for making conversions, the next step is to get some tractors to convert. You need an effective sales story, beginning with what propane has done for others, and including what it will do for this particular prospect. In almost every community there are now at least a nucleus of propane users. In the early stages they generally fall in two classes—the small group that loves to experiment, and the better farmers who adopt new methods for business reasons. The neighbors have these individuals all classified. They know which ones are likely to recommend the change because misery loves company, and which ones can be depended upon to report the facts. If there are any of these natural leaders using propane in their tractors in your community, you should either get a written statement from them or secure their permission to refer interested farmers to them.

If you live in one of those rare communities where propane power is still unknown, take the best statements that you can secure from some other community not too far away, and go to work on your local farm leaders. The best progress can be made by getting off to the right start. And there is a further advantage in starting with the leading farmers. They generally operate on a larger scale, and have more power equipment. It seldom takes more time to sell a farmer with half a dozen power units than a small operator with only one. It is generally an easier sale, because the investment factor is less of an obstacle when dealing with a man who is accustomed to success. And if the cost of fuel dispensing equipment is a consideration, the easier sale is still with the big operator, because the proportionate expense against each power unit is lower.



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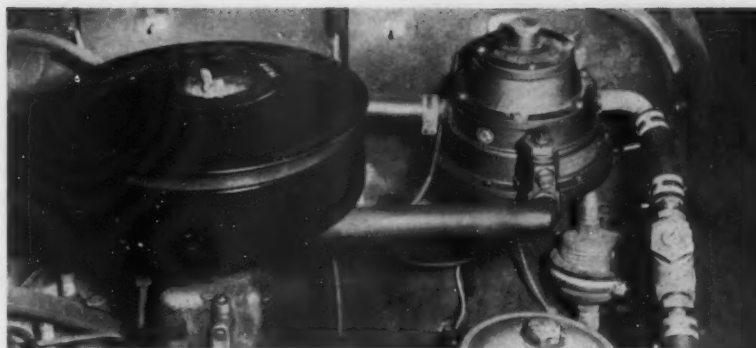
See our general ad on pages 70 and 71

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A good many L.P. gas dealers attempting to sell carburetor talk about the difference in the cost of a gallon of gasoline and a gallon of propane. That is an honest approach, but why talk in terms of a few cents when it is just as honest and far more effective to talk about what the farmer can save in a year? After all, it looks a little out of proportion to talk about installing a \$250 conversion to save a few cents per gallon. But if that investment in conversion of the tractor will save \$250 in fuel cost the first year, and go on saving the same amount year after year, the advantages come into sharp focus. Then there is the bonus saving because of less frequent engine overhaul, which will frequently amount to more than half of the fuel saving. On top of these you can add the savings in oil, due to less frequent oil changes and reduced monthly consumption which is always experienced as the result of the lessened wear on cylinders, piston rings and bearings.

As time goes on you should accumulate statements from local farmers to substantiate the above claims. These are most effective if made available in printed form, accompanied by pictures of the farmer and his tractor. It's the old Lydia Pinkham technique, but it has not lost its punch with the passing years. It is still the most effective form of local advertising. Each person in the company working on motor fuel sales should be provided with a work book which contains these illustrated testimonials along with the carburetor manufacturer's catalog sheets, tank and auxiliary equipment sheets, price lists, and whatever other information may be of interest to the prospect.

Another very valuable addition to this working material is the articles on engine conversions which can be clipped from the trade magazines such as BUTANE-PROPANE News. Many of the most successful motor fuel salesmen make a practice of clipping these articles regularly, arranging them under the several classifications such as tractors, irrigation engines, trucks, buses, taxicabs, and industrial engines. All this is an advantage in selling tractor conversions because it takes the use of L. P. gas as motor fuel out of the experimental class. Prospects recognize that the big truck and bus operators who have made the change do not do so



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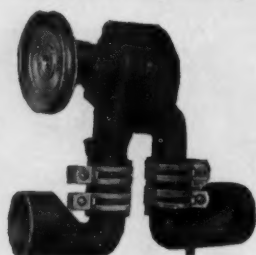
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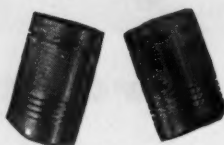
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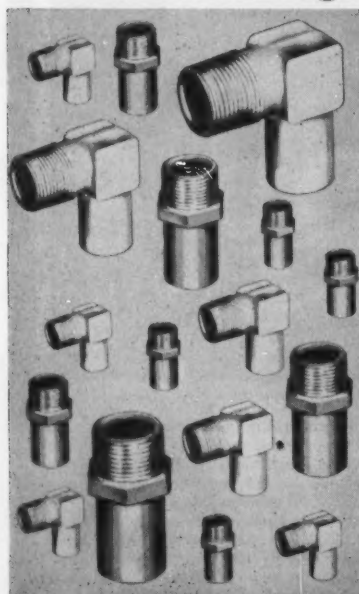
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for sentimental reasons or because some slick talker put something over on them. Accounts of this type convert their fleets only after they have conducted tests that establish the facts.

The effectiveness of these clippings can be increased by underlining the most important passages with red ink or pencil. This not only aids the salesman in finding material to back up his claims, but also draws the eye of the prospect. Some salesmen index this underscored subject matter by writing key phrases, like "fuel savings," "longer engine life," "less wear" and "easier starting" in the margin. All this helps to fit the testimonial material into the sales talk, proving each point as it is made. And for the salesman who uses a planned sales talk this procedure is invaluable.

Conversions are easier to sell if the effort is timed right. The ideal time to do the job is when the tractor is in the shop for an overhaul, as this reduces the mechanical labor that must be charged to the conversion. If part of the job is raising the compression and cooling the intake mani-

fold, and these processes should be seriously considered in every case, a portion of the cost is absorbed in the normal operations included in the overhaul.

The above changes are recommended for two reasons—they insure better operating economy and they increase the power of the converted tractor. The farmer is likely to take a sour view of the job if these steps are not taken and he finds out later that his fuel consumption has gone up and his power is not as good as it formerly was. But give him fuel consumption comparable to what he formerly experienced on gasoline, and a little more power at the drawbar, and his enthusiasm is likely to echo clear over into the next county.

Combining the conversion with the overhaul has other advantages. With the engine brought up to top notch mechanical condition, there is no chance that LPG will be blamed for the wear that had already been produced in the engine by a long period of operation on gasoline—the reduced rate of wear and longer engine life can be realized.

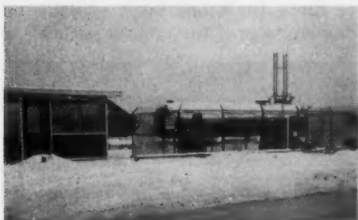
Psychologically, the combination job is right also. The farmer wants his tractor put back in sound condition for the coming season's operation. He is ready to spend the money necessary to do the job right, and a few extra dollars for bringing the electrical system up to top efficiency, and replacing spark plugs that may be fairly new with the colder type needed for use with propane in higher compression engines will not be such an obstacle. Attention to all these points provides insurance that the customer will be enthusiastic, which is far better than to do a job that will just get by but not be good enough to cause the owner to brag to his friends and neighbors.

Carburetion conversions are easy to sell after the ice is broken, and there is no apparent limit to the number that can be sold in the next few years. Less than 10% of the tractors eligible for conversion in the Great American Farm Belt are operating on LPG today. Tractor dealers in increasing numbers are ready to join in the effort to make conversion sales. And the use of propane to develop farm power is still the greatest undeveloped opportunity to balance the seasonal load for the L. P. gas industry. ■

Holland fuel specialists visit United States

EXTENSIVE use of L. P. gas as motor fuel in Holland is reported by Jan Oosterdijk and Jan Eschauzier, of Handel-Maatschappij in Onderdelen Van Auto's (known locally as H. O. V. A.) in Groningen, Holland.

This company is one of the largest manufacturing organizations in Holland, with numerous ramifications and subsidiary operations. These in-



Typical L. P. gas motor fuel station facilities in Holland.

clude manufacture of automobiles, trucks and tractors, automotive accessories, petroleum business, and many related lines. One of the company's latest ventures was to take on the national distributorship for Ensign carburetors.

LPG carburetion has already made considerable progress in that country, due to a favorable price relationship between propane and gasoline. Propane costs about 19 cents (Dutch) per liter, while the average price of gasoline is close to 38 cents per liter, which roughly corresponds to our quart. More than 500 carburetor conversions have already been made in Holland, largely in heavy vehicle engines. There are already approximately 30 service stations dispensing LPG along the highways of Holland.



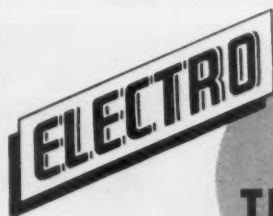
Guests from Holland visit BPN offices. From left, Roy Mylander, Ensign; Jan Oosterdijk; Carl Abell; Jan Aschauzier.

Storage and vehicle tanks are produced locally, and conform to ASME standards. Most of the domestic cylinders and appliances are also of local manufacture.

Fuel supply comes partly from the seven domestic refineries, and partly from other countries, principally the Middle East. Marketing of domestic fuel is done principally by the oil companies. H. O. V. A. specializes in motor vehicle and industrial sales of LPG.

Messrs. Oosterdijk and Eschauzier made an extensive trip through-

out the United States investigating various phases pertaining to LPG equipment and practices. During their trip they spent 10 days at the Ensign Carburetor Co. factory taking an intensive training course in the installation and servicing of carburetion equipment, preparing themselves to hold similar training classes for the mechanical staffs of the dealers which will be appointed to represent Ensign carburetors in various parts of Holland. During their stay in Los Angeles they visited the BUTANE-PROPANE News offices. ■

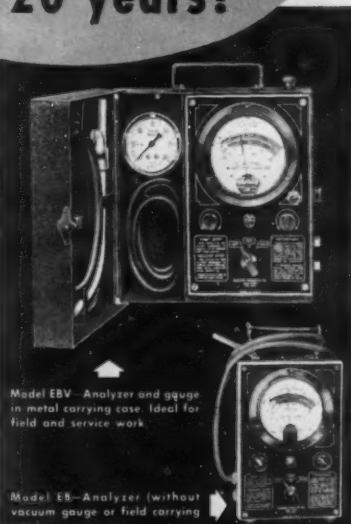


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Model EBV — Analyzer and gauge in metal carrying case. Ideal for field and service work.

Model EB — Analyzer (without vacuum gauge or field carrying case).

MODEL HT HI-TENSION TACHOMETER

A self-contained instrument used by the service man for indicating engine speed of all spark-ignited internal combustion engines. Operating from any one spark plug, it gives the crankshaft R.P.M. without any other connection. This provides the fastest method of setting governors, automatic transmission controls and all other speed-controlled apparatus. Working on both magneto and any other voltage battery ignition system, its dual scales make it one of the most versatile instruments obtainable for field service work. Only three wires—spark plug, wire and ground make connections easy. The instrument features a precision meter, an easy-to-read dial, two scales (0-1500 and 0-6000) and is mounted in a heavy gauge steel carrying case. A simplified instruction manual is included.



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POWER NEWS

Auto & Aero Supply Co. sponsors LPG course

A course, in the conversion of gasoline-propelled engines to the use of liquefied petroleum gas, was conducted at the Central High school in Cincinnati, Ohio, by the Cincinnati Board of Education and sponsored by the Auto & Aero Supply Co. Inc. The course was held on Tuesday and Thursday evenings for two hours, over a period of five weeks, starting in January and closing in February. This fundamental course offered



Twenty-three students attend a course in the conversion of gasoline-propelled engines to the use of LPG at the Central High School in Cincinnati.

technical class room instruction in addition to the practical conversions in the shop. The high school has a chassis dynamometer and the test equipment, which were used during the course of the instructions.

Orville Tenhunfeld, of the Central High school faculty, conducted the classes with the cooperation of James E. Coch.

A maximum of 15 students was expected in the LPG course; however, the course was oversubscribed, with a registration of 23. Subsequent programs are being planned.

Guest speakers included Robert T. Massey, service-sales manager, Marvel-Schebler division; George Gray, vice president, Verkamp Corp.; E. C. Anderson, sales engineer, American Liquid Gas Corp., Los Angeles; William Lewis, field engineer, Zenith Carburetor division, Bendix Aviation Corp., and W. H. Jacka, Phillips Petroleum Co. Bartlesville, Okla.

Prof. C. C. Cromer, Purdue University, served as counsellor on curriculum, size of class and ratio of class and shop work.

A similar class was held for 25 students at the Columbus Central high school on Jan. 26 and 27.

LPG motor fuel information in engineering text

The new, revised, 16th edition of the automotive engineering classic on combustion engines, P. M. Heldt's standard text, was published April 15. Completely reset and containing hundreds of drawings and photographs, *High-Speed Combustion Engines* now provides the very latest technical information and design data.

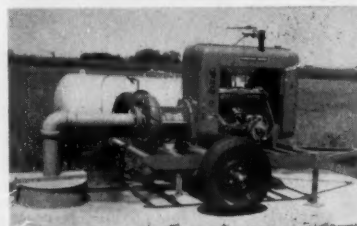
In view of the increasing use of liquefied petroleum gases as motor fuels, information on the properties of these fuels has been added, and descriptions of the apparatus used to

store them on the vehicle and to prepare the combustible mixture are given. The chapter on Engine Tests has been materially enlarged. A new chapter on the Thermodynamics of the Combustion Engine, an essential part of a comprehensive coverage of this subject, will be of value to the reader, student and teacher.

The book is available at all bookstores.

LPG engines added to Fairbanks-Morse line

Irrigation is the answer for the farmer during summer dry spells and is part of the answer for L. P. gas



A constant source of water for overhead irrigation is supplied by Fairbanks-Morse & Co.'s new L. P. gas-driven irrigation pump, shown operating on a Nebraska farm.

BUTANE-PROPANE News

dealers who want to balance their winter-summer load ratio. A new L. P. gas-driven pump for overhead irrigation recently put on the market by Fairbanks-Morse & Co. will be of interest to farmer and L. P. gas dealer.

Irrigation is a hot topic in the farm country. Spurred on by direct and insured loans approved by Congress two years ago, use of irrigation is extending throughout the nation's farming regions. Overhead irrigation requires a source of power for supplying water under pressure to sprinklers. L. P. gas-driven pumps are considered tops for this purpose.

While Fairbanks-Morse pump sales division has long had a line of gasoline-driven irrigation pumps, the L. P. gas-driven pumps are new. They are already in stock where irrigation is practiced.

The pumps are available in capacities to 1200 gal. of water per minute and pressures to 125 psi. An automatic shut-off stops the unit if water temperature becomes too high, if oil pressure is too low, or if the pump loses its primer.



This carburetor determines if the carburetor is furnishing the proper mixture of air and fuel to the engine.

Ellis Manifold is U. S. distributor for analyzer

Ellis Manifold Corp., Los Angeles, is now the U. S. distributor for the Elliott carburetor, an electrical air-fuel-ratio analyzer, which determines if the carburetor is furnishing the proper mixture of air and fuel to the engine.

Built principally around four electrically heated platinum resistance elements, the carburetor shows if the mixture is rich or lean at any speed and if a flat spot may be caused by too much or too little fuel.

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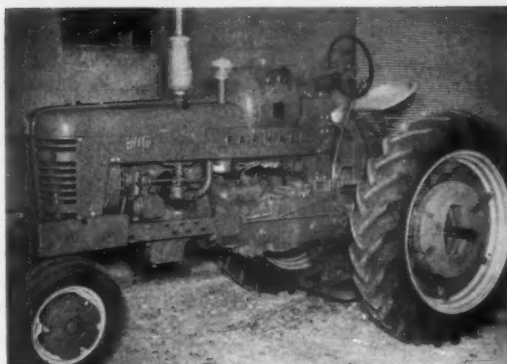
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